

THE NATIONAL Provisioner

THE MAGAZINE OF THE

Volume 99

Meat Packing and Allied Industries

Number 27

DECEMBER 31, 1938



HOW ARMOUR BUILDS EXTRA HOLIDAY SALES

ARMOUR & COMPANY make special plans for holiday selling. Their items are carefully designed to appeal directly to holiday-minded shoppers . . . because they've found that holiday packages get first call on holiday dollars.

In specially printed wraps of "Cellophane" cellulose film, Armour butts say, "BUY ME!" They have color, sparkle, and appetite-appeal. They win many an extra sale because housewives pick them up on impulse.

PLANS FOR EASTER . . . It's not too early to be thinking of Easter. If you'd like sample wraps of printed "Cellophane" planned to win Easter sales, just write to us. No obligation. "Cellophane" Division, Du Pont, Wilmington, Delaware.

Cellophane

TRADE MARK



"Cellophane" is a trade-mark of
E. I. du Pont de Nemours & Co., Inc.

VACUUM MIXING

Another Step toward Quality Control

The Buffalo Vacuum Mixer helps to control and even improve the quality of Sausage Products. By removing the air from sausage emulsions, the mixing of flavoring, spices and cure is more thorough and more effective. Spoilage losses are entirely eliminated.

Many Sausage Plants use Buffalo Vacuum Mixers and put every pound of their sausage through the vacuum mixing operation. They report that it improves both quality and texture and they maintain that it is good insurance against the spoilage loss that might occur as the result of air in the finished product.

The Buffalo Vacuum Mixer is a high speed machine. The arrangement and shape of the paddles are carefully planned to provide a thorough mix in the minimum of time. The tub is rigidly reinforced and equipped with a leakproof, easy opening cover. Extra heavy paddle shafts, leakproof stuffing boxes, and over sized bearings are "typically Buffalo" features that mean extra years of top efficiency and low cost service.

An air operated emptying device is a time saving Buffalo feature which is available at additional cost. It operates entirely by air, tilting the tub to the emptying position and back again at the turn of a lever.

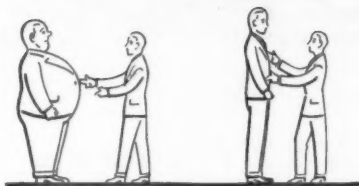


JOHN E. SMITH'S SONS COMPANY

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Meat packages tailored to family sizes



Some women buy for two people, some for eight.
Canco will help you put up your meats in con-

tainers that fit the buying needs of *any* and *all* sizes of families. We'll dress them up for you, too, in colorful lithography—so attractive that dealers will *want to display them*... and with illustrations of your meat so appealing to appetites that women will *want to buy them*. If you use Canco lithographed containers you can be confident they'll keep clean and fresh-looking, reflecting the quality you pack inside.

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AMERICAN CAN COMPANY

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104 SOUTH MICHIGAN AVENUE, CHICAGO

111 SUTTER STREET, SAN FRANCISCO

WORLD'S LARGEST MANUFACTURER OF METAL AND FIBRE CONTAINERS

The National Provisioner

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES



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Daily Market Service

(Mail and Wire)

"THE NATIONAL PROVISIONER DAILY MARKET SERVICE" reports daily market transactions and prices on provisions, lard, tallow and greases, sausage materials, hides, cottonseed oil, Chicago hog markets, etc.

For information on rates and service address The National Provisioner Daily Market Service, 407 S. Dearborn St., Chicago.

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For tempting, delicious flavor

Boat's Head Super Seasonings



THE PRESERVLINE MANUFACTURING CO., BROOKLYN, N. Y.



HOW MUCH DO YOU KNOW ABOUT YOUR SAUSAGE BUSINESS?

Here's Your Chance to Find Out!

QUESTIONS	ANSWERS
1. What qualities does the housewife want in the sausages she buys?	1. Women everywhere are agreed that <i>good</i> sausage must not only be tender and juicy, but—above all—it must have the zestful tang of true sausage flavor.
2. What makes "true sausage flavor"?	2. Fine meats, expertly seasoned and <i>thoroughly smoked</i> .
3. What guarantees the rich, smoked flavor so important to sausage?	3. Natural Casings! Their porous texture permits great smoke penetration . . . that means sausages with the delicious, appetizing goodness which has made them a popular favorite.
4. How can you be sure of getting natural casings of unsurpassed quality?	4. By ordering Armour's Natural Casings. We feel that the strict standards for which Armour is known . . . the careful grading . . . the prompt service . . . make Armour's your logical choice.

■ Well, Mr. Sausage Maker, no doubt you feel these are simple questions . . . too simple to occupy your thoughts for long. But are they? Let's go a step further and consider what else they mean to you—to your sales.

First, natural casings mean fine flavor for your product—the kind of flavor your customers want. They mean an attractive *looking* product, because their flexibility makes them cling tightly to the sausage, giving it a well-filled appearance.

Second, Armour's Natural Casings are your guarantee of satisfaction. Careful grading means a uniformity that cuts down losses in stuffing, and Armour's requirements bring you a finished product of all-around excellence.

Give your next casing order to your local Armour Branch House. It's a sound step in the right direction for you . . . and your sausage business.

ARMOUR'S NATURAL CASINGS

ARMOUR AND COMPANY • CHICAGO

THE NATIONAL PROVISIONER

DECEMBER 31, 1938

*The Magazine of the Meat
Packing and Allied Industries*

LOOKING FORWARD TO THE NEW YEAR

EVERYONE looks forward to a New Year. It is a time when new plans are made, new ideals set up and new determinations recorded.

In the meat packing industry the calendar year just ended has been a reasonably satisfactory one. Livestock has been more plentiful with indications of even larger supplies in 1939. Consumer buying power has been fair, and statistics of meat production indicate that it is increasing.

Provision has been made to take care of new and increasing taxation, and where necessary, adjustments for compliance with wage and hour legislation have been made. It is a source of considerable satisfaction to meat packers to find themselves in the front rank of those who had anticipated better working conditions, better hours, better wages and more advantages for workers.

Many companies have shown gratifying profits for the year, and where losses have been sustained they are more in the nature of "paper" losses than actual losses, just as part of the profits of some of the earlier years were "paper" profits. Where inventories must necessarily be large, considerable profits are realized in periods of rising prices and, in turn, material losses are sustained in periods of declining prices. More and more companies conserve their paper profits to absorb paper losses, which are certain to make their appear-

ance, sooner or later, in any economic cycle.

The period of lean years through which all industry has passed has taught meat packers many lessons. It has made them seek out new ways to pay costs and earn dividends. It has made them realize that however good plants and equipment may seem, if they are cumbersome and expensive to operate they must be discarded or modernized. It has made them conscious of the fact that money must be spent, even when "it hurts," for improvement and rehabilitation to reduce costs. And, above all, it has developed a wide diversity of products which have proved so popular as to insure profits when major products of the industry could do little more than carry costs.

All in all, 1938 was a good year for the meat industry; 1939 is expected to be still better.

And on this last day of the old year, all can look forward to the new with a spirit of thankfulness, faith and confidence—

Thankful that the United States is still a country of practically unlimited resources and opportunities.

With faith in our fellow men, our institutions and ourselves.

With confidence in our ability to meet any condition that may confront us during the new year.

May the readers of THE NATIONAL PROVISIONER throughout the world find 1939 a prosperous and satisfying year.

MEAT INDUSTRY IS NOW ON AN UPWARD TREND

Per Capita Consumption Increased 3½ Lbs. in 1938

AMERICANS increased their consumption of meat about 3½ pounds per capita in 1938 as a result of the increased supplies available, says Wm. Whitfield Woods, president of the Institute of American Meat Packers, in a year-end review of the 1938 meat trade.



W. W. WOODS

Consumption for the year aggregated about sixteen and a half billion pounds of meat, as compared with about sixteen billion pounds in 1937, he estimated, consumption per capita averaging about 128 pounds as compared with 124.4 pounds for each person in 1937.

Highlights of the Year

Other highlights of the 1938 meat trade were summarized by Mr. Woods as follows:

1. Wholesale prices of most meats are substantially lower than at this same time a year ago.
2. Meat production apparently is on an upward trend.
3. Farm prices of live stock during recent months have remained at relatively higher levels than farm prices of grains, cotton and cottonseed, fruits, truck crops and dairy products.
4. Farmers' income from meat animals in 1938 approximated \$1,900,000,000.
5. Exports of meat increased from 77 million pounds in 1937 to an estimated 107 million pounds in 1938; lard exports from 137 million pounds in 1937 to an estimated 208 million pounds in 1938, while imports of meat decreased from 170 million in 1937 to an estimated total of 135 million pounds in 1938.

Wholesale Prices Lower

"With the exception of some grades of beef and of some smoked pork products, the wholesale prices of most meats are lower now than they were a year ago," Mr. Woods said. "Some products are considerably lower than they were

at this time last year. Pork loins, for example, are about 12 per cent lower, bacon 20 per cent lower, lard 18 per cent lower, veal about 10 per cent lower, and dressed lamb 15 per cent lower. Some grades of beef are higher by a few percentage points than they were a year ago."

After several years of production below normal, largely as an outcome of feed shortages resulting from the drouths of 1934 and 1936, meat production now apparently is on an upward trend, Mr. Woods asserted.

Meat Production Up

He added that production of all meats in 1938 approximated sixteen and a half

billion pounds, as compared with fifteen and a half in 1937, the increase resulting largely from an increased production of beef, pork and lamb. Production of veal in 1938 was slightly smaller than in 1937, he estimated. Production of lard probably approximated 1,775,000,000 pounds, as compared with 1,434,000,000 pounds in 1937. Production of pork, although probably 15 per cent higher than in 1937, was still 10 per cent below average production for the five years 1929-33.

"Notwithstanding the lower level of livestock prices in 1938 as compared with the previous year, farmers have been receiving relatively more for their meat animals during recent months than have producers of numerous other farm products, especially crops," Mr. Woods pointed out.

"For example, the United States Department of Agriculture index of prices received by farmers shows that for the latest month available, October, the in-

(Continued on page 20.)

MEAT AND ALLIED INDUSTRIES DO 3¼ BILLION BUSINESS

MEAT packing and its allied industries did a volume of business in 1937 having a valuation of more than \$3,250,000,000, according to the preliminary U. S. Census of Manufactures.

In meat packing this was an increase of 18 per cent over the 1935 output; in sausage manufacture outside of packing plants, an increase of 20 per cent; in the shortening manufacturing industry it was an increase of 12.6 per cent; and in the margarine industry an increase of 37.5 per cent.

In all of these industries increases were shown in volume of materials, supplies, containers, fuel, etc. purchased; in number of persons employed; and in rate of pay received.

Valuation in all of these industries has shown a steady rise from 1933, and even though price levels of individual products are lower than in 1929, a close approach to pre-depression levels was reached in value and surpassed in volume, employment and wage rates.

Comparative valuations according to the 1937, 1935 and 1933 U. S. Census of Manufactures, in each of these industries, were as follows:

	1937.	1935.	1933.
Meat Packing:			
Value of products.....	\$2,787,357,940	\$2,362,369,081	\$1,490,085,488
Cost of materials and supplies.....	2,886,000,468	2,030,004,278	1,202,339,178
Sausage Manufacture:			
Value of products.....	156,136,829	130,094,926	86,438,062
Cost of materials and supplies.....	123,794,432	103,391,633	62,740,548
Shortening:			
Value of products.....	239,459,067	212,689,011	85,829,574
Cost of materials and supplies.....	204,383,306	177,920,994	68,149,045
Margarine:			
Value of products.....	44,562,094	32,402,226	12,765,620
Cost of materials and supplies.....	30,987,306	23,292,842	8,311,993

(Continued on page 30.)

Wages and Supplies

Wage earners employed in the industry in 1937 numbered 127,476 (not including salaried officers and em-

LET'S DO SOMETHING ABOUT IT

Analysis of Problem of Increasing Per Capita Consumption of Sausage

By I. BARNARD*

ONE of Mark Twain's famous sayings ran this way: "People talk a lot about the weather, but so far nobody has done anything about it."



I. BARNARD

Increasing the American per capita consumption of bologna products is like that; except the subject is a pain in the neck, and not a Mark Twain joke. For years, there's been a lot of talk; now perhaps, (at long last, as the Duke would say) something is to be done.

What question is asked 40,000,000 times every day?

What to Have for Dinner

What Shall We Have for Dinner Today? The housewife asks her husband at breakfast and he replies "That's your business." She asks her kids; she discusses it with her neighbor from the back porch. Finally she asks Joe, the

*Vice President, Sales Promotion, Transparent Package Co., Chicago.

butcher. (Forty million is too low an estimate; 40 million housewives multiplied by three or four.)

Dale Carnegie put that into a broadcast recently—how a meat dealer in New Jersey was fixing his show case; and a housewife came in and said, "I wonder what to get for dinner tonight?" and the butcher kept right on fixing the show case.

Finally she said "Young man, aren't you going to wait on me?" and Joe re-

plied: "I will when you make up your mind what you want."

The broadcast went on to tell how the housewife marched out in a huff. Then the butcher heard a Dale Carnegie broadcast about how to win friends and influence people. So he woke up to the error of his ways; stuffed a dozen dinner menus in his pocket; went to the disgruntled customer and apologized profusely; and thereafter he *always* told the women who inquired what to have for dinner today.

McCall's Magazine, a leader among consumer media, made a survey and discovered its meal-planning pages captured a reader-interest of 52 per cent,



YANKEE BOLOGNA DINNER A NEW IDEA

To transform the buying habits of millions of housewives from an occasional purchase of 1/4-lb. of bologna, sliced for sandwiches, to the weekly use of a 3-lb. piece for a YANKEE BOLOGNA DINNER is the ambitious objective of the "DINNER PLANNER"—a promotional idea developed by "TEE-PAK" for revolutionizing the consumption of sausage products. The plan is described in detail in this article.



HERE IS A HAM DINNER MENU

Packers like to sell lots of hams. One of the best ways to sell them is to show them in a complete dinner menu in full-color, with a display of the related items right on the meat counter.

while its fiction and fashion articles rated no more than 20 per cent to 27 per cent—believe it or not! So McCall's now offers a meal-planner service to 1,750,000 families a week, reaching them through 700 super-markets.

Let's keep these facts about the value of a meal-planning service in mind while we jump to the consideration of ways and means. The meat packer or sausage manufacturer (except for a few concerns which operate nationally) serves a local territory. To reach the housewives in that zone, he might use newspapers, radio, billboards or store displays.

Store Displays the Answer

We have discussed this question with packers who have used newspapers, radio and billboards, and they tell us that hundreds of dollars' worth of space or time won't do—it takes *thousands* of dollars to make an impression; and even that money is wasted unless the program is kept up year after year. They mention the handicap that meat is a short-profit product, and such advertis-



1—FRESH MEAT DINNERS

There are six fresh meat dinners: roast loin of pork, pictured above; beef pot roast; shoulder of veal; leg of lamb; chicken and beef steak. Each meal is complete from appetizer to dessert. This menu features roast loin of pork with lemon apples, brown rice, Hollywood beets, asparagus vinaigrette, cherry angel cake and coffee.

2—FEATURING BOLOGNA

Packer sales manager selects any one of a dozen bologna products to be featured. Salesmen put the bologna cards in the frames in every store. Dealer makes a display of bologna and related items. When the housewife asks "What shall I have for dinner today?" all the dealer needs to do is to point to the "Yankee Bologna Dinner," pictured in five rich colors.



ing expenditures are not practical; and they cite the difficulty of finding a copy "key-note."

Nearly all those consulted agreed that store displays offered the best chance for making sales at a low cost. One Eastern sales manager said:

"Small spaces in newspapers are buried; quarter-hour programs on the air are costly and inconspicuous. Our best results are secured with store displays. Women come to the store to get ideas for their meals and to buy.

"Our only difficulty is that, with 1,500 to 2,000 stores to serve, we can't afford color-displays. And even ordinary printing in these lots costs too much money per store for copy service, art work, plates and printing. But if you pin me down to naming the most sales-worthy form of advertising for us, I would say 'Displays in the store, at the point of sale'."

Who Buys Bologna?

Other questions we discussed with packer sales managers were: "Who buys bologna products; and what for?" and "How can we step up the interest in and use of prepared meats?"

Walter Seiler, president of Karl Seiler & Sons, Philadelphia, said to that: "Only one woman out of 29 buys sausage products." Digging a little deeper into the subject we found that if we eliminated the purchases of people of foreign extraction and of working men, more than half our sausage kitchens could go out of business. The "native, white American" families know little about prepared meats, or their uses.

So we studied the food pages of the magazines and newspapers. In the December issue of Woman's Home Companion meals and menus for 31 days in December are listed. Only three meals mentioned meat! McCall's "meal planner" shows one breakfast out of 7 featuring "bacon-bread." One lunch out of 7 mentions canned ham; 5 dinners out of 7 include some meat dish.

One Sided Publicity

"Aha!" we said: "Why do the home economics experts, who lead the menu-planning of 40,000,000 women, neglect meat and avoid bologna meats?" And then the reason became clear as day: **THE EXPERTS PLAN MEALS WITH FOODS HEAVILY ADVERTISED IN THEIR MAGAZINES AND NEWSPAPERS**—and meat, a short-profit product, is not one of these.

There you have it, right between the eyes. No advertising, no mention. No expert's interest, no housewife interest. How can you expect the women of America to think about meals utilizing bologna, frankfurters, picnics, ham, luncheon loaves and liverwurst, if they almost never see a suggestion from the domestic scientists about such?

No wonder bologna is just something to slice and stick between two pieces of bread. No wonder frankfurters are "hot dog sandwiches" on the highway and in the ball-park. Does anybody tell house-

wives what these products are and how to use them in daily meals? Echo answers—no one.

Cost Is a Handicap

Who will bell this cat? Not I, says the industry as a whole. We can't raise the money to do a real job for all impartially. Not I, says each packer, serving a state or local territory—it would cost:

\$50 per subject for the home economist

\$150 per subject for the art work and photos

\$500 per subject for the color plates

Two thousand dollars for a lot of four or five-color printing, and real "dough" for a promotional expert to dig out an idea. Add that up and divide by 1,000 customers and you have \$5 to \$50 per store; far too much.

So "Tee-Pak" assumed the responsibility of organizing this job.

A Dinner Planner Service

Our sales promotion department studied the problem, much as you have seen it presented here. We worked out the idea of a "Dinner Planner" service, built around 12 prepared meats and 6 fresh meat items. We engaged Miss Frances Weedman, nationally-known home economist, for years the head of Kelvinator Kitchen and domestic service expert for Edison General Appliance Co., to work out complete dinner menus, from appetizer to dessert—but each "built around the meat."

Miss Weedman studied the menus of the National Live Stock and Meat Board, and followed their standards of constructing meals balanced with proteins, calories, phosphorous, copper and the vitamins. The meals were varied in color, texture, appetite and eye-appeal.

Shigeta-Wright Studios, considered one of the most outstanding in America, were employed to make the photos and color them. The composition of each picture is an artistic masterpiece. Then color-printers with a reputation for the very finest full-color printing were engaged to make the plates and do the printing.

Store Cards Planned

One phase of the job which took months of planning was the designing and fabrication of several types of wooden and metal frames in which to display one dinner card at a time in the retail store. One is modernistic design in chromium finish. Another is an antique design in natural finish fir. A third is a counter type of walnut finish.

Frames bear the imprint of the packer in two colors by a screen process; and the slogan "Plan your meals around the meat." They are finished to last a year or more, and of substantial construction. If bought in anything less than 1,000 lots, the wooden frames would cost \$1.00 each and the metal frames \$1.50.

(Continued on page 42.)

ALLIED PRODUCTS BOOST PROFITS

SEVERAL hundred packers, sausage manufacturers and food jobbers visited the sausage and cheese display in the plant of the J. S. Hoffman Co., 322 W. Illinois st., Chicago, during the weeks immediately preceding and following Christmas. This display is an annual event and a feature of the company's sales convention held during the last week of December and attended by all the firm's salesmen.

The J. S. Hoffman Co. has built up a nation-wide business specializing in dry sausage, canned meats and fine imported and domestic cheese. A large proportion of their volume goes to small packers and sausage manufacturers for inclusion with regular meat products.

The accompanying illustrations show three views of the display. The room was attractively decorated in green, red and white, the various products being arranged in groups in a manner to show them to the best advantage. The company has found these displays very valuable, both as a means of inspiring the salesmen and educating them in the appearance and characteristics of the numerous products handled by the firm, and in impressing both salesmen and customers with the value from merchandising angles of attractive displays. A routine detail of the convention is a visit to the display by the salesmen as a group during which a quiz is held on products and display values.

Packer Results

Allied lines, including sausage, canned meats and cheese, have become a source of considerable revenue to many packers and sausage manufacturers. Little or nothing is added to overhead when salesmen making regular calls include an extra order for items which the packer himself does not make, and on which there is a nice profit spread. In fact, some retailers prefer giving such business to the packer who supplies their daily meat requirements, and with whom pleasant

(Continued on page 28.)

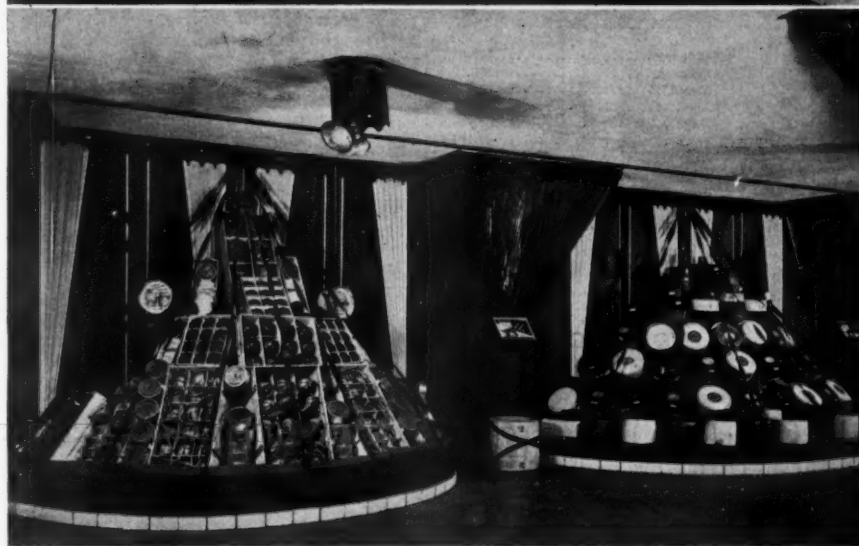
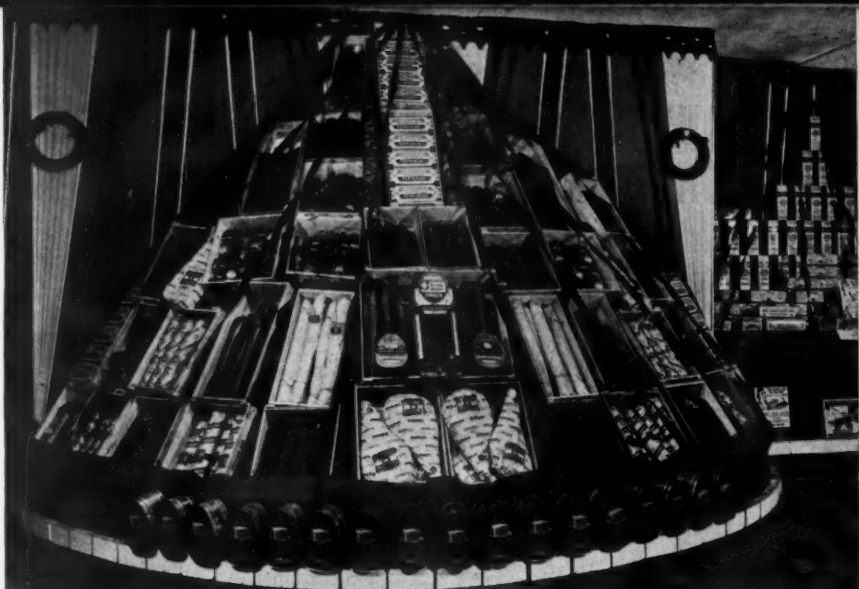
QUALITY SAUSAGE AND CHEESE

Displays of fancy sausages and imported and domestic cheese at plant of J. S. Hoffman Co., Chicago, staged during the firm's sales convention for the benefit of salesmen, packers, sausage manufacturers and jobbers.

TOP.—Varieties of domestic and imported sausages. Canned luncheon meats at right.

CENTER.—Domestic cheese, principally Swiss. Canned ham display in background.

BOTTOM.—Imported cheese, including products from Italy, France, Holland and South America.



SAUSAGE OUTPUT CONTINUES HIGH

SAUSAGE produced under federal inspection during November, 1938—the first month of the new packer fiscal year—totaled 66,612,075 lbs. This was the fourth largest production for November in 12 years. This year's volume was exceeded only in November, 1927, 1928 and 1936. Compared with a year ago production in November, 1938, was 5,500,000 lbs. larger.

Production of each kind of sausage during the month was as follows:

	lbs.
Fresh (finished)	12,994,989
Smoked and/or cooked	44,802,520
Dried or semi-dried	8,814,566
Total	66,612,075

Volume of each class of sausage produced was larger this year than in November, 1937.

November production of sausage under federal inspection this year and in the same month of each of the preceding 11 years was as follows:

NOV. SAUSAGE PRODUCTION.	
November,	lbs.
1938	66,612,075
1937	61,140,435
1936	68,900,000
1935	64,384,000
1934	65,715,000
1933*	59,524,000
1932	53,618,000
1931	54,026,300
1930	54,763,400
1929	64,718,000
1928	67,122,333
1927	67,664,263

Output under federal inspection during each month of the calendar year 1938 up to and including November was as follows:

1938 SAUSAGE PRODUCTION.	
	lbs.
January	57,433,989
February	52,112,898
March	58,535,167
April	57,578,590
May	63,918,896
June	68,164,386
July	66,665,384
August	72,782,808
September	69,268,094
October	69,003,509
November	66,612,075
Total	702,975,796

MORE BACON SLICED

Volume of bacon sliced under federal inspection during November, 1938, was considerably larger than the quantity sliced in the same month of 1937 and also 1936. Over 3,000,000 lbs. more bacon was sliced in November this year than last, and the volume was well above that produced during each of the Winter and early Spring months of 1938.

November production was as follows:

	lbs.
November, 1938	19,967,669
1937	16,800,154
1936	16,459,062

For each of the first eleven months of the calendar year 1938 the volume of bacon sliced was as follows:

BACON SLICED IN 1938.	
	lbs.
January	17,271,741
February	16,390,822
March	18,004,313
April	19,028,070
May	20,632,082
June	21,344,488
July	21,601,392
August	23,058,673
September	22,951,296
October	21,006,067
November	19,967,669
Total	221,857,225

This 11 months' total is larger than the volume for the entire packer fiscal year 1937, when the amount of bacon sliced totaled 218,399,136 lbs.

MORE PORK CANNED

More pork and sausage were canned during November, 1938, than in the same month a year ago, but less beef and less soup. Total volume of products canned under federal inspection was some 2,000,000 lbs. larger than the October volume.

Quantity of each kind of meat and meat food product canned during November this year compared with the same month a year ago was as follows:

	Nov., 1938, lbs.	Nov., 1937, lbs.
Beef	7,003,911	9,366,950
Pork	13,228,676	8,306,216
Sausage	2,089,424	1,845,752
Soup	19,519,581	24,738,978
All other	6,911,932	8,272,460
	48,752,624	52,530,556

Larger volume of pork available is reflected in the figures for canned pork, a considerable portion of which would be accounted for by the increase in canned hams.

MEAT LOAF PRODUCTION

Meat loaf production in federally inspected plants during November, 1938, was the largest for any month of the calendar year 1938 with the exception of October. The volume was slightly less than that produced in November, 1937, accounted for by the light supplies of cattle available for manufacturing purposes.

Production under federal inspection for November was as follows:

	lbs.
November, 1938	9,357,118
1937	9,614,703
1936	9,679,540

For each month of the calendar year 1938 up to and including November,

production of meat loaves and loaf products was as follows:

1938 MEAT LOAF OUTPUT.	
	lbs.
January	7,809,043
February	6,679,673
March	7,129,267
April	6,897,032
May	8,178,376
June	8,853,533
July	7,881,731
August	8,572,719
September	9,294,165
October	10,479,526
November	9,357,118
Total	91,132,183

VISKING DISABILITY PLAN

Continuance of regular income during disability, the period when it is most needed, will be enjoyed by workers of the Visking Corporation, Chicago, under a plan which becomes effective January 1, 1939. Employees have received the liberal new plan enthusiastically. Under it they will be paid full wages or salaries during disability resulting from non-occupational illness or injuries for a maximum of 13 weeks.

The plan is designed to protect employees during disability not covered by compensation insurance. They must have completed one year of service with the company to be eligible. The plan calls for a waiting period of two consecutive regular working days before payments begin. Employees on disability wages will receive any increase or decrease in base rate of pay applicable to employees as a whole. Workers receiving disability wages are not eligible to and may not make claim for unemployment compensation.

STUDY WAGE-HOUR CHANGE

Possibility of relaxing application of the wage and hour law to permanent and well paid employees, such as semi-executives, is being studied by the wage and hour division of the U. S. Department of Labor. There have been persistent complaints from business men that the definition of "administrative" and "executive" employees is so narrow that few persons are affected by it, and against requiring time records and overtime pay for such employees.

Administrator Elmer F. Andrews indicated recently that he would like to exempt this group if it could be done without causing harm. He said he hoped the problem could be solved through an administrative regulation rather than amendment of the law.

"Certainly no class of workers needs the protection of this law more than the low-paid white collar group," he said. "But I am talking about the worker with a guaranteed monthly wage of \$300 to \$400, who has a certain amount of discretion and who doesn't punch a time clock."

Prosecutions for violation of the wage and hour law will begin soon.

ANALYZING SALES WITH TABULATING EQUIPMENT

Sales Facts are Needed As Basis for Sound Selling Policy

By ARTHUR E. VINCENT*

II.

AN earlier article (see THE NATIONAL PROVISIONER of December 10, page 12) pointed out the suitability of tabulating equipment for meat packing sales analysis and discussed the machinery and methods used. It described the making of a regular sales analysis.

The territory analysis is made following the regular sales analysis. Cards are run through sorter in their commodity order and are sorted on each digit of the territory code. They are now in territory order, territory one being on top, but they are also in commodity order in each territory. Forms on which the original sales cards are run off are specially pre-printed. Tabulations must appear in their proper place on the pre-printed form, and any mistakes in running a particular territory will make it necessary to do the whole territory again. That is why changes in hook-up during the territory run should be limited.

Tabulating Changes Limited

Moreover, a change in hook-up, instead of being made only once for a particular block of commodities, as in the regular sales run, must be made on each territory report that is run. Also, as a pre-printed form is being used, the tabulator must be re-set after each change.

There will be a number of commodity groups in each territory that are not sold during the week. Yet the machine must space each one of these so that groups which are sold are properly recorded against the printed forms. Space cards are used to accomplish this. In the case of the company discussed in the first article, there are 100 territories and 100 commodity groups for each territory, for which there will be 10,000 space cards. These show only territory code number and commodity code number and contain no weight and amount. They merely space out the tabulation where there are "commodity blanks;" if there are sales cards grouped with them, however, the data is recorded.

Space cards must be sorted with sales

*Jacob Forst Packing Co., Kingston, N. Y.

cards, both on commodity and territory, and consequently must be sorted when the commodity sort is made for the regular sales analysis. Space cards carry a special identification punch so that they may be retrieved after all reports are run and used again the next week. If an alphabetical tabulator is used, space cards are not absolutely necessary, because specially punched alphabetical cards are sorted in with the week's sales.

The important distinction between running territory reports and general sales reports is that in the general sales

Obtaining Sales Details

IN HIS second article Mr. Vincent tells how a territory sales analysis is made with tabulating equipment. He describes card code planning to get exact information on sales of different kinds of product from major departments and points out some coding limitations. He also discusses accounting control for sales, tells how information on returns and allowances can be obtained, and makes a number of suggestions for speeding up sales analysis.

analysis, no matter what changes are required to produce it, there is an opportunity to make adjustment, or even to set in on the tabulation an entirely different code system, before a summary punch is made for running the final report.

Every tabulation on each territory would have to be summary punched in order to do this for the territorial reports. Even if an automatic summary punch, which would not be required for other purposes, were hooked to the tabulation during the hours of running the territory reports, it still must be decided whether it is desirable to accumulate by weeks the sales by territories for all these commodities.

Building Sales Code

The person building a sales code for tabulating machine work must have a list of the commodities (grouped by departments) which are to be shown on the general and territory sales analyses.

Ten primary groups will cover the major departments of a meat packing company, and these can be represented by the first figure of the commodity code. The second digit should, as far as possible, bring out a major breakdown of commodities within a department, or indicate a sub-section of a department. The third digit should make an even more exact division, and the fourth digit should exactly indicate the item as

it appears on the price list proper.

The possibility of expanding the sales code to five digits, or of contracting it into a three-digit code, will be readily understood. It is desirable to place all information which will not be required for any sales report on the fourth digit. This will result in considerable time saving in sorting and tabulating because much of the list will not have to be sorted on the fourth digit unless a very detailed report is wanted.

In the smoked pork section, for example, the first digit 2 might represent the department, and the second digit 0 represent smoked hams. The third digit could then be utilized for indicating qualities, and the kind of ham could even be placed on this digit. The fourth digit would merely indicate weight averages.

Some Code Flexibility Needed

It is not always desirable to have a beautifully arranged departmental code where this may conflict with the territory analysis. For example, in the fresh pork section, the territory analysis may call for detailed sales on cuts but only a general total on small products. Yet the coding and grouping of a large number of small products may run the digit changes so far to the left in the code as to break in on the digit which is analyzing cuts. When the tabulator is hooked up with a sufficient number of digits to break down major cuts, it will also break down on the territory reports a number of small products, unless the hook-up is shifted.

This may also occur in other sections of the coding and one change in hook-up during the running of each territory can be decided on to take care of it. The second hook-up would take in fewer digits than the first, or vice-versa. The regular commodity sort should arrange the cards so that those belonging to one hook-up are together and followed by those belonging to the second hook-up. An example will probably clarify this.

Assume that in a preliminary arrangement of a code the first digit 2 has been given to a major division of the fresh pork department. The second digit 0 has been set aside for fresh pork cuts and the second digit 1 for small products. All major cuts in the fresh pork section will be on numbers 20— and the small products will be on numbers 21—. If a breakdown of cuts is desired, it will be necessary to go beyond the digits 20, but if this is done it will result in an analysis of small products which may have no significance.

Each of these sections should be assigned a controlling number which will bring them into separate blocks of cards. It may be necessary to call the cuts 20— and the small products 91—in order to do this. Since the code may be changed on the regular sales analysis before it is summary punched, it is a simple matter to adjust the numbers so that proper breakdown by departments is again obtained.

(Continued on page 28.)

ARMOUR AFFECTED BY LOWER PRICE LEVELS

ARMOUR and Company reports sales of \$723,537,907 for the year ended October 29, 1938, which showed a slight decline in tonnage from the previous year and a dollar volume 8 1/4 per cent less, owing to lower prevailing price levels.



R. H. CABELL

As a result of the year's operations, during the early part of which inventory declines were large, a loss of \$1,505,089 is reported. It is pointed out, however, that this loss is shown after provision for federal taxes of \$1,027,298.

"We closed the year in a sound financial position," president R. H. Cabell said in his report to shareholders. "While our working capital declined \$6,661,726 we reduced our funded debt \$4,746,000 and our Delaware company preferred \$648,700. Even in the face of the decline in our working capital, our ratio of current assets to current liabilities improved from 2.97 at the end of 1937 to 3.45 at the end of 1938. This was made possible by rigid control exercised over inventories. We reduced our inventories \$19,527,196 and paid off \$13,470,048 of our current liabilities."

Inventory Losses

In discussing the inventory situation Mr. Cabell pointed out that the company opened its fiscal year 1938 with comparatively small stocks of provisions, but inventory losses were sustained as prices declined consistently during the first five months of the fiscal year, and the price advances in the latter half of the year were not sufficient to offset these. "Stocks of tallow, hides and wool were fairly heavy at the start of the year. They just couldn't be sold. And while we held them, tallow and greases dropped 20 per cent in value, hides dropped 40 per cent and there was a substantial decline in wool quotations."

The company's foreign business gave a fairly good account of itself, he said, but below what it is believed "we are entitled to expect from our investment there." He pointed to the handicaps imposed by ever-tightening exchange conditions in various countries.

Now Operating Profitably

The company's prospects for the immediate future hinge on three main factors, Mr. Cabell said—increased supplies of livestock, clearing up of the labor situation and improvement in national economic conditions. "The fiscal

year 1939 which began October 31 finds us operating profitably," he said.

Current assets of the company totaled \$140,936,462.81 and current liabilities \$40,787,509.90. Included in current assets are \$15,248,838.85 in cash; \$35,577,896.78 in notes and accounts receivable and \$89,196,309.46 in product and supply inventories. Current liabilities include notes payable totaling \$25,483,973.57 and accounts payable of \$7,080,021.76; also reserves for federal income and general and social security taxes of \$5,890,361.07. Surplus on October 29, 1938 totaled \$44,915,727.38.

Consolidated income and surplus statement of Armour and Company, including Armour and Company of Delaware and its domestic and foreign subsidiaries for the 52 weeks ended October 29, 1938, was as follows:

INCOME AND SURPLUS.

Gross sales to trade and operating revenues	\$723,537,907.43
Cost of sales and operating expenses including transportation cost.....	663,677,941.55
	\$ 59,859,965.88
Loss arising from fluctuation of foreign exchange rates.....	894,120.89
	\$ 58,965,844.99
Selling, advertising, general and administrative expenses.....	\$ 41,082,576.09
Provision for depreciation.....	5,874,602.48
Taxes (other than miscellaneous taxes included in expenses but not separately classified and federal income taxes).....	7,987,115.12
Contribution to employees' pension fund.....	600,000.00
	55,544,293.69
	\$ 3,421,551.30
Other income:	
Dividends and interest received..	477,053.54
Miscellaneous other income.....	126,377.81
	603,431.35
	\$ 4,024,982.65
Income deductions:	
Company's proportion of net loss of Winslow Bros. & Smith Co. (63.9% owned).....	311,923.34
Provision against investments and advances	104,922.55
Miscellaneous income deductions	143,154.95
Interest and amortization of debt discount and expense:	
Current debt	518,497.11
Funded debt	3,481,264.16
	4,000,762.11
	\$ 484,779.46
Provision for federal income taxes..	1,027,298.94
	\$ 1,512,078.40
Minority proportion of net loss of subsidiary companies.....	6,988.43
Net loss.....	\$ 1,505,089.97
Balance Oct. 30, 1937:	
Capital and paid-in surplus.....	\$35,987,935.75
Earned surplus appropriated.....	5,873,793.18
Earned surplus unappropriated.....	6,997,771.01
Total surplus	\$ 48,859,499.94
Changes during year:	
Net loss	1,505,089.97
Dividends paid on Delaware preferred	2,810,167.50
Surplus adjustments in form of credits arising from stock retirement	351,595.40
Credits and miscellaneous adjustments	19,889.51
Balance October 29, 1938.....	\$ 44,915,727.38

Officers of the company are Frederick H. Prince, chairman of the board; Robert H. Cabell, president; Edward L. Lalumier, vice president and secretary;

Louis E. McCauley, vice president and treasurer; Warren W. Shoemaker, George A. Eastwood, William S. Clithero, Robert E. Pearsall, John B. Scott, F. W. Specht, H. S. Eldred, Henry W. Boyd, John E. Sanford, and Harley E. Andre, vice presidents; John A. Lane, comptroller and assistant secretary; and John Schmidt, general auditor and assistant comptroller.

Directors are Frederick H. Prince; A. Watson Armour; Laurance Armour, president American National Bank and Trust Co.; Sewell L. Avery, chairman U. S. Gypsum Co.; Robert H. Cabell; D. A. Crawford, president Pullman Company; Chas. J. Faulkner, jr., general counsel Armour and Company; Weymouth Kirkland, Kirkland, Fleming, Green, Martin & Ellis; James R. Leavell, president Continental Illinois National Bank and Trust Co.; Fred J. Leuckel; James A. McDonough; D. R. McLennan, chairman Marsh & McLennan, Inc.; Chase Ulman; Elisha Walker, Kuhn, Loeb & Co.; and S. Mayner Wallace.

PACKING TREND IS UPWARD

Payrolls in the meat packing industry at the close of November showed an increase of 4 per cent in employees, 3 per cent in hours and 2 per cent in wage payments over October, according to the monthly review of the Federal Reserve Bank of Chicago. Dollar sales fell off less than seasonally during the month, but sales tonnage, due to Thanksgiving, was seasonally under production. Output of inspected establishments was the greatest since January, 1938.

Export shipments in November were slightly above October. English demand was good for hams; it also held up fairly well for spot lard despite weakness in sterling and inclination to await elimination of lard duty on January 1. Cuban, Puerto Rican and Latin American demand for American hog products improved with lower quotations here.

U. S. EMPLOYMENT GAINS

Aided by a contra-seasonal gain of 30,000 in November, non-agricultural employment in the United States has increased 1,000,000 since last June, according to a recent estimate by Secretary of Labor Perkins. An increase of about 90,000 factory workers between mid-October and November was regarded as particularly significant because factory employment generally declines by 1.5 per cent from October to November. Factory payrolls gained over 3 per cent in the month interval.

The secretary also emphasized the less-than-seasonal decrease in employment in private building between October and November. There were large increases in employment in the automobile, steel, cotton goods and woolen worsted industries, as well as in retail and wholesale trade and mining.

MORRELL PROFIT ABOVE MILLION

JOHN MORRELL & CO., fifth largest and the oldest meat packing company in the United States, reported a net profit of \$1,016,227.08 for the fiscal year ended October 29, 1938. This compares with a loss of \$670,543 in the 1937 fiscal year—the first loss sustained by the company in 26 years.



T. H. FOSTER

Tonnage volume totaled 694,064,119 lbs., larger than in the previous year, and in dollar volume sales totaled \$90,987,224.57. There was a net profit of .0014c per pound of product sold and a net profit of .0111c per dollar on sales.

Improvement in earnings is attributed by president T. Henry Foster, in his statement to stockholders, to a larger livestock supply and an increase in the distribution of manufactured specialties. "Our specialties have been gaining increasing public acceptance. Both volume and profits in this division showed increases," he said.

Bright Outlook for 1939

Mr. Foster pointed to the present and prospective increase in livestock supplies and to the low volume of meat stocks on hand and felt that the outlook for the current year is good. "The British-Canadian-United States trade treaty recently signed removes the 10 per cent duty on American lard and eases quota restrictions on American hams," Mr. Foster said. "Although pork exports in the coming year may not increase materially, because of the still relatively low supplies, shipments should expand as hogs become more plentiful and, in the meantime, the expected stimulus to general trade between these countries should help to sustain domestic demand for meat products."

The company has plants at Ottumwa, Ia., Sioux Falls, S. Dak., and Topeka, Kans. It has branches in 16 of the principal cities of the country, sales agencies in a number of foreign countries, and owns or leases 816 refrigerator and tank cars.

Of the 6,150 employees, 16 have been with the company for 50 years or more and 397 for 25 years or more. Since 1929, hourly wage rates for labor have increased 41 per cent; the average work week of hourly paid employees has been reduced 11.3 per cent, and the weekly pay check has increased 28.5 per cent, the report points out. For 16 years the

company has guaranteed all hourly-paid employees a minimum work week, which has been 32 hours since July, 1932.

Current assets of the company totaled \$13,721,880.59, of which \$2,055,497.06 was in cash; \$4,249,457.89 accounts receivable; and \$7,393,322.41 product and supply inventories. Capital assets of the company totaled \$12,114,534.35. Current liabilities totaled \$4,498,789.54. Surplus on October 29, 1938, after taxes, dividends and other costs was \$6,278,515.13.

Consolidated statement for the fiscal year ended October 29, 1938, for the company and its domestic and English subsidiaries was as follows:

CONSOLIDATED STATEMENT		
Net sales (all companies)		\$90,987,224.57
Operating profit of all companies after deducting all expenses, including repairs and maintenance of properties, but before providing for depreciation, taxes and interest charges	\$2,738,731.70	
Miscellaneous income including \$18,601.00 transferred from reserve for workmen's compensation	39,456.21	\$2,778,188.00
DEDUCT:		
Provision for depreciation	\$658,793.69	
State and local taxes, including social security taxes	724,891.76	
Interest charges	100,049.37	1,483,734.82
Net profit for the year (all companies) before federal income tax and surtax		\$1,294,453.18
DEDUCT:		
Federal income tax	\$245,226.10	
Surtax on undistributed profits	33,000.00	278,226.10
Net profit all companies		\$1,016,227.08

Officers are T. Henry Foster, president and general manager; W. H. T. Foster, G. M. Foster, J. M. Foster, J. C. Stentz and A. Claude Morrell, vice presidents; George A. Morrell, treasurer; J. W. Mock, secretary. Directors are H. W. Davis, G. M. Foster, J. M. Foster, R. T. Foster, T. Henry Foster, W. H. T. Foster, Henry Getz, George W. Martin, J. W. Mock, A. Claude Morrell, George A. Morrell, R. M. Owthwaite, J. C. Stentz and David B. Stern.

MEAT EXPORTS INCREASE

November exports of meat from the United States and imports into this country show the most favorable foreign trade for the month in recent years.

Beef exports of 1,191,841 lbs. were heaviest for the month since 1934. Pork exports of 11,066,264 lbs. were second largest on record for November, and lard exports totaling 16,008,000 lbs. were larger for the month than in the two previous years.

Imports of beef and veal at 6,115,202 lbs. were below a year ago, but were third largest on record for November. Pork imports of 3,910,000 lbs. were below November of the past two years.

INSTITUTE STAFF CHANGES

Howard C. Greer, for more than ten years director of the Department of Organization and Accounting of the

Institute of American Meat Packers, and also director of the Institute's Department of Marketing, has resigned to become vice president of Kingan & Company, with large responsibility, according to an announcement made this week by Wm. Whitfield Woods, president of the Institute.



H. C. GREER

At the same time, Mr. Woods announced the appointment of George M. Lewis as director of the Department of Marketing and acting



G. M. LEWIS

director of the Department of Organization and Accounting. Mr. Lewis, who previously had been associate director of the Department of Marketing, became associated with this department on July 1, 1930, as assistant director and later was made associate director of this department of the Institute.

In a bulletin to the Institute membership concerning Mr. Greer's resignation president Woods commented in part as follows: "Mr. Greer came to the Institute July 1, 1927, from Ohio State University, where he was in charge of the accounting courses, to be director of the Institute's Department of Organization and Accounting. On January 1, 1930, he was asked to take charge of the Institute's Department of Industrial Education and was appointed director of the Institute of Meat Packing at the University of Chicago. About the same time a Department of Marketing was organized and put under his direction. Mr. Greer also has served as assistant treasurer of the Institute with executive responsibility (H. H. Meyer, president, H. H. Meyer Packing Co., is treasurer of the Institute).

"Mr. Greer has contributed markedly to the information on cost-accounting practice in the industry and on actual costs. His work on small orders broke new ground on this subject. By presentations at meetings, by visits to scores of members, by forms and directions which he prepared with the counsel of Institute committees, he has done a very great deal effectively to get many member companies of the industry to give more and better attention to finding costs and making the information known.

(Continued on page 30.)



A Guide to Better "SAUSAGE and MEAT SPECIALTIES"

The National Provisioner offers Volume 3 of the Packer's Encyclopedia: "SAUSAGE AND MEAT SPECIALTIES." This important new addition to an important series presents the best of approved modern sausage practice, tested formulas for sausage and all types of specialty products. It offers complete recommendations for correct manufacturing and operating procedure, plant layout suggestions, valuable merchandising ideas, and handy directory of equipment and supplies. Study the

table of contents listed below and send at once for your copy of this informative, valuable book.....

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The Sausage Manufacturing Industry—Sausage Plant Layout—Refrigeration and Air Conditioning—Manufacturing Operations—Cost Figuring—Sausage Materials—Fresh Sausage—Frankfurts—Bologna—Liver Products—Mettwurst and Minced Sausage—Kosher Style Products—Foreign Style Sausage—Head Cheese, Souse, Jellied Products—Dry Sausage—Meat Loaves and Loaf Products—Meat Specialties—Cooked Hams and Corned Beef—Sausage Trouble Shooting—Sausage Laws and Regulations.

THE NATIONAL PROVISIONER

37 West Van Buren Street

Chicago, Illinois

PROCESSING POINTS *for the trade*

Kosher Bologna

A Midwestern sausage manufacturer wants a formula for making kosher style bologna. He writes:

Editor THE NATIONAL PROVISIONER:

We want to know how to make an all-beef, kosher style bologna. Can you give us this information?

Since pork cannot be used to supply fat needed in kosher bologna, beef brisket fat is generally used. The method of manufacturing kosher bologna does not differ greatly from that followed in making other kinds of sausage; however, kosher bologna is cooked in the smokehouse and meats must be handled carefully in chopping.

One meat formula for this sausage is as follows:

- 35 lbs. boneless bull meat
- 35 lbs. boneless veal
- 30 lbs. brisket fat, 20 lbs. ground fine and 10 lbs. ground coarse

GRIND CURE.—The bull meat, beef trimmings and veal must be free of veins and sinews as well as fats yielding tallow. Beef fats used must be resistant to melting. Beef and veal are run through $\frac{3}{8}$ -in. plate with ice and $2\frac{1}{4}$ lbs. salt, 6 oz. sugar, 2 oz. sodium nitrate and $\frac{1}{4}$ oz. nitrite of soda. Meat must be kept cool during grinding. When ground, put beef and veal in mixer and mix thoroughly.

Hold the beef-veal mixture in the cooler for 12 hours or longer for proper development of color. Meat should be fully cured before it is used.

Put cured meat in silent cutter with seasoning ingredients and proper amount of ice or water. Begin cutting, and then add the 20 lbs. of brisket fat which has been finely ground. The fat must be cold. During the last revolutions of silent cutter, add the 10 lbs. of coarsely-ground fat. This fat should show up in the bologna in distinguishable pieces.

SEASON.—The following seasoning ingredients are added during cutting:

- 6 oz. white pepper
- 8 oz. onion or 1 oz. garlic
- 2 oz. ginger
- 1 oz. paprika
- 2 oz. mace or nutmeg
- 8 oz. salt

Sausage products should always have full, well-balanced flavor. In order to achieve such taste appeal consistently and conveniently, many loaf manufacturers use ready-prepared or specially-prepared seasonings, as manufactured by reputable firms, in making their products. Such seasonings are easy to handle and of unvarying strength and flavor.

COOK-SMOKE.—Stuff the meat in beef bungs, weasands or cellulose containers, being careful to avoid air pockets.

Kosher bologna is cooked in the smokehouse. The house must be very hot if the bologna is to be cooked to an internal temperature of 148 degs. in 2 to 3 hours. After cooking, chill bologna for 20 to 30 minutes in cold water. Then shower with boiling water for 10 to 15 minutes for better drying.

CLEAN BEFORE STERILIZING

Thorough cleaning is a necessity if sterilization by chloride solutions such as sodium hypochlorite is to be successful. A sausage manufacturer writes:

Editor THE NATIONAL PROVISIONER:

We have been having trouble with slimy sausage and have decided that conditions in our sausage manufacturing room are not what they should be. We have been using considerable sodium hypochlorite in an attempt to clear up this condition but have not been entirely successful. Can you suggest a reason for this difficulty?

The preliminary cleaning which equipment, floors, walls, etc. receive determines to a large degree whether or not the use of sodium hypochlorite will be effective against bacteria, yeasts or molds. The bacteria killing actions through which sodium hypochlorite is thought to work are not selective, but act on other organic material present, such as meat particles, fat, etc. Thus, if not preceded by proper cleaning, the sterilizing solution will waste its strength on large particles of organic

material which should have been removed.

Preliminary washing should be done with water, soap, washing powder or other effective cleaning agents in a systematic manner by careful workmen. Seams, crevices or surface irregularities in equipment or room furnishings should be carefully cleaned and sterilized as the meat and fat which may lodge in them provide bacteria with food. Modern equipment is designed to eliminate hard-to-clean spots and is fabricated of materials which are easily kept clean and sanitary.

Sodium hypochlorite will not consistently kill all molds if its strength is under 0.4 per cent. Stationary and movable equipment should be sprayed, rinsed or dipped in a 0.4 per cent solution of sodium hypochlorite. Relative sterilization is complete within from a few seconds to 5 minutes, according to the amount of impurities present. The disinfecting solution should not be left on metal equipment for more than 10 minutes on account of possible corrosion. It may easily be rinsed off with cold water.

A 0.4 per cent or an even more dilute solution may be used to spray ceilings, walls and floors of the sausage curing cooler, sausage manufacturing rooms, holding cooler and the sausage packing room.

SPEED OF HOG CUTTING

How many loins an hour can be pulled by a loin puller? A Western packer writes:

Editor THE NATIONAL PROVISIONER:

Can you tell us the number of loins an average loin puller should be able to handle in an hour? We should also like to know how many men will be required to cut 300 hogs per day.

An average good loin puller will handle 300 loins per hour—that is, the loins from 150 hogs. Pulling the loins of 300 hogs should require only 2 to $2\frac{1}{2}$ hours.

The number of men required to cut 300 hogs a day would depend in part on the equipment available. If the work were done largely by hand, it would probably require 5 or 6 men on an 8 hour day. In smaller plants it is customary to use the same gang for killing and cutting. After the killing for the day is done, these men move on to the cutting room and handle the hogs that are chilled out from the previous kill. This is a more economical arrangement in smaller packinghouses than to have separate gangs for killing and cutting operations.

Pigs' Feet Souse

Pigs' feet souse is a popular food. Do you make it?

If you do, have you found its sale as good as it should be under a good formula?

A successful formula and detailed instructions for selecting, cooking and pickling pigs' feet to make a high-grade souse may be obtained by filling out and sending in the following coupon:

The National Provisioner,
407 So. Dearborn St., Chicago, Ill.

Please send me reprint on "Pigs' Feet Souse." I am a subscriber to The National Provisioner.

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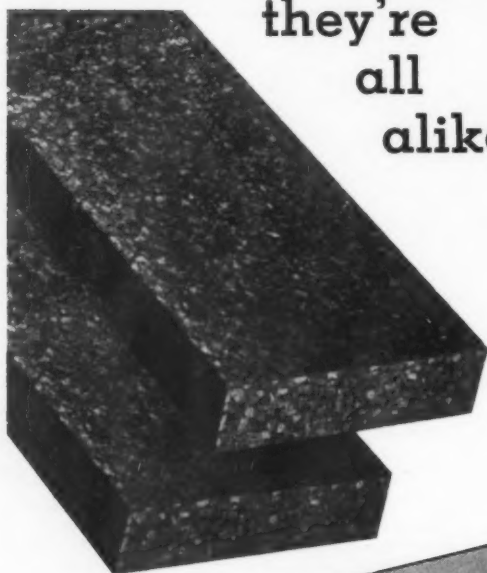
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WHAT It Is _____
WHY Packers Need It _____
WHERE It Cuts Costs _____

These are only a few of the points on this important subject explained in this big binder of reprints of articles from THE NATIONAL PROVISIONER.

Would you like to—

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Reduce drip losses in the smoked meat hanging room?

Make dry sausage the year around?

Age beef with small shrink loss and little discoloration?

Dry up wet and dripping coolers?

Control within close limits all factors influencing smoking results?

Eliminate bad conditions and unsatisfactory results in the offal cooler?

Chill hogs quickly and economically?

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407 South Dearborn Street, Chicago, Illinois

REFRIGERATION and Air Conditioning

MEAT PLANT REFRIGERATION

**A Complete Course for
Executives and Workers
Prepared by—**

The National Provisioner

LESSON 16

Direct Expansion Coils

THE evaporating or expansion side of a packinghouse refrigerating plant is where the real work of refrigeration is accomplished. The three other components of a compression refrigerating system contribute only to recovery of ammonia. If a refrigerant were sufficiently cheap it could be bled directly into cooling coils from where it could be blown into the outside air.

It is less expensive to operate ammonia recovery sections of the refrigerating system than to purchase liquified ammonia. The recovery system saves ammonia by returning it again and again to the cooling coils, safely and economically. Speed with which the cycle is accomplished is a measure of capacity of the system.

There are two methods of feeding ammonia into a refrigerating coil. The hand-operated expansion valve is used in both cases. Expansion valves should be selected carefully. The best can be regulated closely and when opened wide seal against a top seat so that stuffing boxes may be packed under pressure. A stop valve must always be placed ahead of expansion valve so that a tight shut-off is assured when needed. Expansion valve may feed directly into top pipe of coil or into bottom run.

Ammonia Feeding Methods

As soon as ammonia is introduced into the coil it starts to boil and absorbs external heat. With a top feed type, pressure of continually generating gas plus gravity causes liquid to travel back and forth until it finally vaporizes, the gas flowing from bottom pipe to compressor. Its refrigerating work is then completed and it is ready to complete the cycle and give up its absorbed heat to the atmosphere. The liquid has expanded or boiled so that the gas is from

300 to 600 times the original volume of the liquid. Top feed is not used as frequently as bottom feed. The reason is that the heat transfer capacity of the coil is lower. However, with a top feed, coil can be pumped out readily or exhausted in case a leak develops.

When ammonia flows into bottom run of pipe it passes upward against gravity. As a result there is greater assurance that all of the liquid is digested and none entrained in exit gas. Bottom run of coil can be flooded, resulting in a higher heat transfer. The reason for

this is that heat flows more readily between a liquid and a gas than between two gasses—that is, between air and ammonia vapor.

Approximately 500 lbs. of ammonia liquid are evaporated to a gas when 1 ton of refrigeration is produced. In order to estimate necessary amount of direct expansion piping required in a given room, assume that 1 sq. ft. of cooling surface (piping) extracts 50 B.t.u. per day of 24 hours for each degree of difference between temperature of ammonia and temperature to be maintained in room. For example:

Ammonia at 20 lbs. gauge or 5 degs. F; room temperature to be 32 degs. F.

27 degs. (32—5) × 50=1,350 B.t.u. per 24 hrs.

288,000

—213 sq. ft., the amount of cool-

1,350

ing surface per ton of refrigeration required. This method uses the arithmetic mean temperature difference, and although not strictly accurate provides a good general rule for proportioning coils. To be effective, temperature split between ammonia and room must be at least 5 degs. F. or more.

Having determined number of square feet of cooling surface required, result is translated into number of lineal feet of pipe from the following table:

Piping Surface Area

Pipe Diameter, ins. 1 1¼ 1½ 2
Length per sq. ft. 2.9 2.3 2 1.6

Foregoing calculated quantities should be increased so that allowance is made for defrosting coils. Coil is shut off from balance of system when it is defrosted, and additional coils are needed on extremely hot days when refrigerating facilities of plant are taxed to the limit.

Expansion coils should be so installed that they are free from traps and pockets. Length of coil permissible on one expansion valve should correspond closely to the following recommendations:

1-in. coils—800 to 1,000 ft. of pipe.

1¼-in. coils—1,000 to 1,200 ft. of pipe.

1½-in. coils—1,200 to 1,600 ft. of pipe.

2-in. coils—1,600 to 1,800 ft. of pipe.

Limiting lengths of coils are determined by exit gas velocity. Good practice recommends that this be below 1,500

GENERAL STORAGE PIPING RATIOS

Room Size M Cu. Ft.	Tons Refrig.	Square Ft. Dir. Expan. Pipe	
1	.7	81	
2	1.1	127	
3	1.5	174	
4	1.8	208	
5	2.2	254	
7	2.8	324	
10	3.6	416	
15	4.4	510	
20	5.6	650	
30	7.3	845	
40	9.0	1040	
60	12.4	1435	
80	15.8	1830	
100	19.2	2220	
1	.75	98	
2	1.3	170	
3	1.6	209	
4	2.0	262	
5	2.4	314	
7	3.0	392	
10	3.9	510	
15	4.8	628	
20	5.9	771	
30	7.8	1020	
40	9.6	1253	
60	13.3	1740	
80	17.0	2220	
100	20.6	2700	
1	.8	145	
2	1.4	212	
3	1.7	257	
4	2.2	332	
5	2.6	399	
7	3.2	484	
10	4.2	635	
15	5.3	800	
20	6.3	950	
30	8.4	1270	
40	10.4	1570	
60	14.3	2160	
80	18.2	2750	
100	22.6	3320	
1	1.1	195	
2	1.9	336	
3	2.3	408	
4	3.0	532	
5	3.5	620	
7	4.1	726	
10	5.2	920	
15	6.4	1135	
20	7.5	1330	
30	9.8	1740	
40	12.3	2160	
60	16.9	2940	
80	21.0	3720	
100	26.8	4560	
1	1.0	276	
2	1.4	386	
3	1.9	524	
4	2.2	606	
5	2.6	716	
7	3.2	962	
10	4.1	1130	
15	5.5	1520	
20	7.0	1930	

20 lb. Ammonia.
Suction Pressure
5.5 deg. F.
40 deg. F. Room
Temp.

20 lb. Ammonia.
Suction Pressure
5.5 deg. F.
36 deg. F. Room
Temp.

20 lb. Ammonia.
Suction Pressure
5.5 deg. F.
32 deg. F. Room
Temp.

20 lb. Ammonia.
Suction Pressure
5.5 deg. F.
28 deg. F. Room
Temp.

20 lb. Ammonia.
Suction Pressure
5.5 deg. F.
20 deg. F. Room
Temp.

VARIABLE CONSTANTS

Suct. Pres. Lbs. Ga.	Corr. Temp. Ammonia	Corr. Temp. of Brine	Direct Expansion—Room Temp.—	
			.40°	.36°
10	— 8.4	— 4	.72	.68
15	— 1.0	3.5	.84	.82
25	11.3	15.8	1.20	1.24
30	16.6	21.0	1.47	1.57
				.32°
				.28°
				.62
				.78
				1.34
				1.97

lineal feet per minute for best results.

The table on page 19 is self-explanatory. It represents good practice for coil design for general storage work only. Normal operating allowances have been made for lights, workmen and transport of product into and out of the room.

QUESTIONS

(For the student to answer.)

How many feet of 2-in. pipe should be installed in a storage room 40 ft. wide by 80 ft. long and 12 ft. high; room temperature, 36 degs. F.; ammonia back pressure, 25 lbs.?

How many expansion valves should be used and what should be length of each coil?

Which is cheaper, 1½-in. or 2-in. pipe, using local pipe and piping erection costs?

Lesson 17 considers "BRINE PIPING."

LOCKER PLANT NOTES

Farmers Mutual Creamery Co., Central City, Ia., is planning to install a cooperative refrigerated locker plant system.

Alden Cooperative Creamery Co., Alden, Ia., has installed a new cold storage locker plant.

A. L. Crabtree, Riceville, Ia., has added ice storage room and locker plant to his ice plant.

HOLIDAY GREETINGS

More Christmas and New Year greetings to THE NATIONAL PROVISIONER come from Oscar G. Mayer, president Oscar Mayer & Co., Chicago, and Madison, Wis.; Frank A. Hunter, president, Hunter Packing Co., National Stock Yards, Ill.; R. R. Pinkney, president Pinkney Packing Co., Amarillo, Tex.; W. F. Cox, president, Georgia Packing Co., Thomasville, Ga.; A. C. Hofmann, president, Hofmann Packing Co., Inc., Syracuse, N. Y.; T. A. Connors, head meat buyer, Great Atlantic & Pacific Tea Co., Chicago; R. H. Daigneau, vice-president, Geo. A. Hormel & Co., Austin, Minn.; Frank O. Stephens, E. W. Penley, Inc., Auburn, Me.; S. W. Lund, vice-president, and A. D. White, director public relations, Swift & Company; V. H. Munnecke, vice-president, P. Brennan Co., Chicago; Harry J. Williams, vice-president, Wilson & Co.; E. D. Henneberry, vice-president, Hull & Dillon Packing Co., Pittsburg, Kans.; I. Schlaifer, sales mgr., Wilson & Co., Omaha, Neb.; M. H. Magers, superintendent, Superior Packing Co., St. Paul; Al. Smith, superintendent, John J. Felin & Co., Philadelphia; John Tiedemann, president, Tiedemann & Harris, San Francisco, Calif.; H. M. Shulman, purchasing agent and superintendent, Hammond Standish & Co., Detroit, Mich.; H. H. Robinson, J. S. Hoffman Co., New York City; E. L. Jennings, Memphis Pkg. Co., Memphis, Tenn.; Mr. and Mrs. Fred Anderson,

East Tennessee Packing Co., Knoxville, Tenn.; M. W. Stults, Agar Packing & Provision Co., Chicago; Arch Wallace, Wilson & Co., Cleveland, O.; A. J. Gillette, St. Paul, Minn.; Anton Vovel, Chicago Butchers' Packing Co., Chicago.

From among those who service the meat packing industry, greetings are acknowledged from C. T. Lenzke, C. T. Lenzke & Co., Detroit, Mich.; L. A. Bowe, advertising manager, Carrier Corporation; E. O. Freund, president, Visking Corporation; Herman Schmidt, president, Cincinnati Butchers Supply Corp.; I. Barnard, vice-president, Transparent Package Co.; Frank Louer, general manager, Oppenheimer Casing Co., Chicago; Roger Sprague, Baker Ice Machine Co., Omaha; A. O. Baumann, Commodity Appraisal Service, Chicago; R. J. McLaren, architect and engineer, Chicago; M. H. Cain & Co., Inc., Chicago; Van Auken-Ragland, Inc., Chicago; A. J. Slomanson Associates, Inc., New York; B. B. Russell, president, Quick Cure Brine Products, Inc., Chicago; Julius Lipton, sales manager, Afral Corporation, Chicago; L. E. Griffin, P. G. Gray Company, brokers, Boston, Mass.; M. T. Zarotschenzeff and W. M. Zarotschenzeff, National Frosted Foods, Inc., New York, N. Y.; H. P. Henschel, Henschel, Everds & Grombie, packinghouse architects, Chicago; Adolf Weinberger, Meat Import Co., Inc., New York; F. J. Potts, well-known sausage expert, Long Island, N. Y.

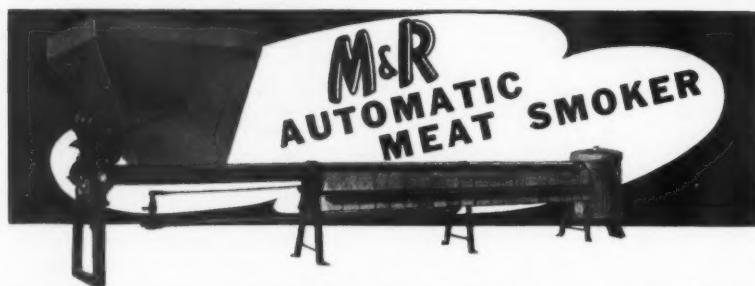
MEAT TREND UPWARD

(Continued from page 8.)

dex of prices received for meat animals was 111, as compared with 60 in the case of grains, 72 for cotton and cottonseed, 70 for fruits, 108 for truck crops, 107 for dairy products, 124 for chickens and eggs, and an average of 95 for all groups combined.

"Recent official estimates indicate that the farmer's income from meat animals in 1938 approximated \$1,900,000,000. This compares with \$1,450,000,000 for dairy products, \$575,000,000 for chickens and eggs, \$285,000,000 for tobacco, \$900,000,000 for fruits and vegetables, \$710,000,000 for cotton and cottonseed, and \$830,000,000 for grains. The cash farm income from livestock in 1938 was only about 7 per cent less than in 1937, whereas the total cash income of farmers for all crops and livestock products declined about 13 per cent."

Turning to a discussion of exports and imports, Mr. Woods stated: "The meat trade in 1938 was marked by a growth in exports and a decline in imports of meat products. Exports of meats in 1938 approximated 107 million pounds, as compared with 77 million in 1937. Lard exports increased from approximately 137 million in 1937 to an estimated total of 208 million in 1938. Imports of meats decreased from 170 million pounds in 1937 to an estimated total of 135 million pounds in 1938. The industry is hopeful that exports of lard will show a further increase in 1939."



Improves APPEARANCE of MEAT!

M & R's exclusive "Roasting-Toasting" process of smoke production imparts a special flavor and aroma to all smoked meat products . . . develops a more appetizing color, a brighter red lean, a golden yellow fat and skin that is a boon to profits. The M & R Automatic Smoker cuts costs, uses ⅔ less sawdust, eliminates fly-ash, reduces fire hazard, speeds up smoking time and provides a constant density of smoke.

Fits every smokehouse! Write for illustrated folder.



BUYER'S GUIDE

to new machinery, equipment and supplies

INSULATION IN NEW FORM

Dry-Zero insulation in rolls, so that it may be cut to size on the job, has been developed and placed on the market by the Dry-Zero Corp., Chicago. The company will also supply the new product ready-cut to specified sizes and shapes. Although its price is considerably lower, the insulation has the same insulating effectiveness as other Dry-Zero products, it is said.

The new product, known as Dry-Zero Bound-Batt, was designed for household and commercial refrigerators. Its extreme light weight—8/10 lb. per cubic foot—and its resistance to settling



DRY-ZERO BOUND-BATT

Available in rolls to be cut on the job or in any desired sizes and shapes. It is manufactured in thicknesses of 1 to 4 in. and up to 36 in. wide.

make it particularly suitable for insulated or refrigerated transport equipment, it is claimed. Its lower cost is due to improved product design and manufacturing technique, according to Harvey Lindsay, president of the firm.

The chief advantage of the new product, according to Mr. Lindsay, is the ease with which it can be cut to specified sizes and shapes, including triangular or other irregular forms required for insulating refrigerated equipment.

Dry-Zero Bound-Batt has a coefficient of conductivity of .239 B.t.u., according to tests made by Dr. J. C. Peebles at Armour Institute of Technology, Chicago. It also possesses the moisture-repellent characteristics of other Dry-Zero insulation.

Basic difference between Dry-Zero Bound-Batt and other Dry-Zero products is that the fibres composing the bound-batt are held together by a microscopically fine binder so that no external covering is necessary. Because binder is so finely atomized, fibres are joined together only at microscopic points of contact and there is no increase in heat conductivity of bound-batt over other forms of Dry-Zero insulation. Less than five-hundredths of a pound of binder is used per cubic foot of Bound-Batt.

To facilitate handling, Dry-Zero Bound-Batt is customarily covered on one or both sides with specially manufactured asphalt-coated kraft paper. Edges are not bound. The product is sturdy and stiff enough for high speed production, the binder holding all the fibres firmly in place. It is being manufactured in thicknesses of 1, 1½, 2, 2½, 3, 3½ and 4 in. and in widths up to 36 in.

ALLBRIGHT-NELL SERVICE

Allbright-Nell Company will establish a permanent office in Houston, Tex., to service packers and allied industries in the South and Southwest. The office will be located at 832 First National Bank Bldg., and will be under the personal direction of A. E. Kaeslin. He will have the assistance of a competent force of sales engineers covering this territory, thus increasing the efficiency of Allbright-Nell service in the wide field they cover.

CENTURY SALES IN SOUTHWEST

Appointment of Fred Powers as regional sales manager of the Southwest zone for Century Electric Co., St. Louis, is announced by executives of Century headquarters at St. Louis. Mr. Powers formerly managed the truck refrigeration division of Century, which exploits the sales of the Century Whitaker-Upp power systems for truck body refrigeration.

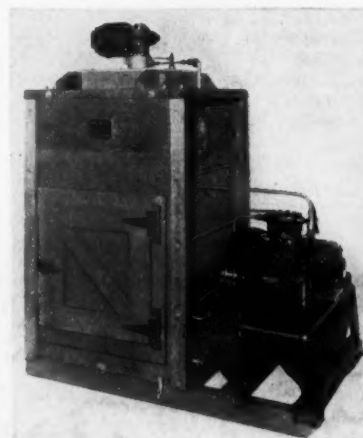
NEW CONTINENTAL CAN PLANT

Continental Can Co. has announced the acquisition, through a Pennsylvania subsidiary, of property in Oil City, Pa., consisting of 7½ acres, on which will be constructed a modern can manufacturing plant and warehouse. Production of the new plant will consist primarily of refinery sealed oil cans.

ICE FOR SAUSAGE

The problem of providing ice for the small sausage plant at low cost when needed, and in the exact amounts required for each day's processing, would seem to be on the way to satisfactory solution with the announcement by the Vilter Mfg. Co. of the development of a ½-ton, self-contained PackIce, shown in the illustration below.

This machine, shown for the first time at the recent convention of the Institute of American Meat Packers, where it attracted a great deal of attention, is complete with compressor unit, ice making unit and storage bin. It occupies a floor space only 3 ft. wide and 4 ft. long



FOR SAUSAGE PLANTS

Self-contained ice making machine with a capacity of ½-ton daily. The device, known as the PackIce, is independent and ready to produce ice when set in the plant and connected to the water supply and electric power lines.

and will produce ice 20 minutes after set in place in the sausage plant and connected with the water supply and a source of electric power.

PackIce has found wide use in meat packing and sausage manufacturing plants both as briquets and snow. PackIce snow, most suitable for the sausage plant, is made in the form of fine crystals much like coarse snow. It is soft, easy to handle, slow melting and contains no sharp edges, points or chunks which might damage product.

In addition to the new ½-ton PackIce, Vilter has also recently developed a 1-ton and a 2½-ton machine, making available units from the smallest size described here to units with a capacity of 30 tons daily.



*"***ANOTHER *Family* GROUP OF**
SUTHERLAND-MADE CARTONS

Here's another photo from Sutherland's family album of attractive cartons for packers—a successful group of lard cartons from 1 lb. to 4 lb. Sutherland has long been a leader in producing a large variety of food cartons whose display value and quality construction are a big influence on sales.

SUTHERLAND PAPER COMPANY
KALAMAZOO, MICHIGAN

Provisions and Lard

WEEKLY MARKET REVIEW

Pork and Lard Markets

AFTER a rally last weekend, lard futures at Chicago were a little lower this week. Values firmed up at midweek but were off again on Thursday to close unchanged to 17½ points lower than on the preceding Friday.

Lard futures had a fair advance last weekend as higher hogs and grains stimulated commission house buying; liquidation in January lightened and local warehouse interests turned to the buying side. Lard was lower Tuesday and had an easy undertone. Trade interests were credited with hedge selling and liquidation in January was also a depressing influence. There was some improvement in sentiment Wednesday on persistent strength in corn and firmness of live hogs. Buying in May was credited to commission houses and local short covering; trade interests sold. Lard made new lows Thursday and closed easy; liquidation in January and selling in May and July by trade interests were features.

Cash trade has shown the seasonal lack of activity. On Thursday, cash lard was quoted at 6.57 nominal and loose at 6.30 bid; refined in tierces was 8.50c.

New York market was steady. Prime western was quoted at 7.25@7.35c; middle western, 7.25@7.35c; New York City in tierces, 6¼@6½c, tubs, 7½@7¾c; refined continent, 7¼@7½c; South America, 7¼@7½c; Brazil kegs, 7¼@8c; shortening in carlots, 9¼c, smaller lots, 9½c.

Hogs

Hogs were irregularly lower at Chicago this week. Receipts were fairly heavy. The week's high top was \$8.00 and the low \$7.85 on Thursday. Lights, light lights and 180@200-lb. butchers were off 5@15c on the week while losses on butchers ranging from 200 to 300 lbs. varied from 10@25c. Highest prices were paid only for 140-@160-lb. and 160-@180-lb. hogs on Thursday; earlier in the week only those of 200 lbs. and under brought top.

EXPORTS

There were reports of more export inquiries this week. North American exports of bacon and hams for the week ended December 24 were 3,618,000 lbs. and lard shipments were 2,268,000 lbs. At Liverpool on Thursday spot lard was quoted at 45s6d; Canadian A. C. hams, exhausted, and A. C. hams, 96s.

CARLOT TRADING

Trade in green meats was less active in the carlot market at Chicago this week and some cuts were lower. Light green regular hams were steady to firm with 8/10 at 17c and 10/16 at 15@15½c; heavier weights were off ¼c. S. P. light and medium regulars were firmly held

and steady to ½c higher, but the 16/18 and 18/20 were down ¼c. Offerings on green skinned hams were moderate and there were fair inquiries. The list was unchanged except for 20/22 which were discounted ¼c. S. P. skinned hams were ¼@½c lower with 25/30 down ¼c. Offerings of 4/6 green picnics were limited; the 4/6 were quoted at 12½c and 6/8 at 11c early in week but on Thursday were lowered to 12c and 10½c respectively. Balance of list was unchanged from last week. Light S. P. picnics were firmly held.

Frozen green square cut seedless bellies were steady with moderate offerings. Bids were a shade under the market and on Thursday the 10/12, 12/14 and 16/18 were down ¼@½c from last week. Light and medium cured bellies were off ¼c on the week. Inquiries were quiet for D. S. clear bellies this week and 18/20 and heavier were ¼c lower. Cash clear bellies closed in the pit on Thursday at 9.25 nominal. Market for fat backs was quiet in spite of low prices; offerings were ample. Light backs were about steady.

BARRELED PORK

Barreled pork quotations were unchanged at Chicago this week. New York market was steady with mess quoted at \$25.37½ per barrel and family at \$20.00 per barrel.

FRESH PORK

Fresh pork cuts advanced at Chicago this week in spite of somewhat quiet trade and liberal hog supplies. There was better demand for medium weight loins. Fresh Boston butts were strong in active trade with no discounting; there was good interest in boneless butts. The 8/10 loins on Thursday at 14¼c were ½c over preceding Friday.

SAUSAGE MATERIALS

Fresh regular pork trimmings were in better demand and steady this week at 7¼c. Demand for fresh lean trimmings improved.

(See page 33 for later markets.)

Stiff Competition Faces Lard in England

AGGRESSIVE merchandising by manufacturers of competitive products must be faced by American lard in England, as well as in the United States, according to a statement made by a member of the trade in Liverpool and reported by the U. S. Department of Commerce. While British lard importers expect business in U. S. lard to improve greatly in 1939, because of the reduction in duty, larger supplies and lower prices, this trader points out that competition from other shortenings has been very severe.

"For many years we have had other shortenings in competition," he declares, "but immediately lard got to a reasonable price where it could be retailed at 6d per pound—which it can be today, or even less—generally the competition from shortening disappeared. During the past few years when lard has been high (and incidentally the quality of the bulk of the lard marketed was not the usual high standard of the United States variety), these shortenings have certainly made severe inroads into our trade.

"The reasons for the establishment of this business, however, have not been the comparative value of the articles so much as the methods of marketing which these shortening manufacturers are able to adopt.

Shortening Merchandising

"For instance, they advertise the article in question and carry out house-to-house canvassing for the sale of the goods, offering ½ lb. free, for example, where ½ lb. is purchased.

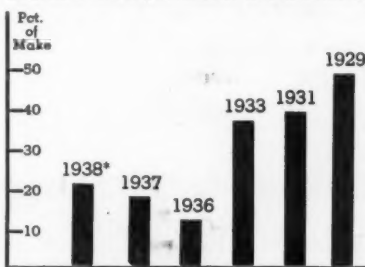
"Next, they are prepared to take back any goods over two months old and replace them with new goods, and lastly they give an allowance in the event of the wholesale price being reduced—that is, if a buyer has goods on hand unsold, he can claim an allowance for any reduction in price. Additionally, the selling price gives the retailer a fair margin of from 17½ to 22½ per cent gross on the retail selling price.

"These are selling points which we in the American lard business cannot meet, because the people who handle other shortenings are insured against loss, insured against the goods going stale on their hands, and are always guaranteed a fixed profit.

"The American packers will obviously soon have more lard than they can market and unless they are prepared to take low prices for their goods they will have to meet this competitive method of marketing."

LARD EXPORTS RISING

(Exports of lard as percentage of total production.)



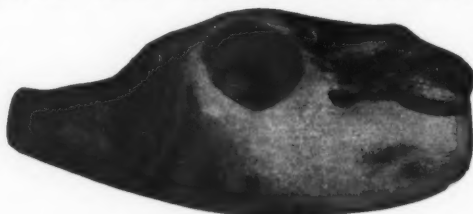
*First 10 months of 1938.

PRAGUE POWDER

Registered U. S. Patent Nos. 2054623, 2054624, 2054625, 2054626

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by
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added to green weight
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Smoked Ham yield 100%
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Let us start the New Year right. The meat trade can plan for 1939 and make a program that shows a profit. Why work at a loss? Your scale comes first. Griffith's Percentage Scale is the *cheapest* and at the same time the *best*. Next comes your Hams. Choose the "PRAGUE POWDER CURE" because it adds flavor, mildness and tenderness.

When you offer the "Prague Cured Hams" you have made a reputation for sound judgment—the trade will follow your advice. Prague dry cured hams show less shrinkage in boiling.

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**THE NATIONAL
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Hog Cut-Out Results

HOG prices averaged considerably higher during the three days of the current week than in the 4-day period a week earlier. Prices reached their peak on Wednesday at Chicago but on the closing day of the period increased runs and weakness in the wholesale fresh pork market resulted in a considerable drop and nothing sold over \$7.85, with the bulk selling within a range of \$6.85 to \$7.70. Good light hogs sold in the higher price brackets.

General quality of the runs was good and the average weight was around 243 lbs. against 236 lbs. at the same time a year ago. Supply of good butchers weighing over 250 lbs. was limited. Packing sows constituted only about 3 per cent of the runs. Top for the week was \$8.00, paid on both Tuesday and Wednesday.

Some of the principal markets were open on Monday while others were closed. Receipts covering the 4-day period at 11 large points totaled 256,000 head, which was 1,000 less than a week earlier, 24,000 less than a year ago and 1,000 more than two years ago.

All types of good butchers cut at a loss, which means that product was started on its way through the packing-house with a handicap. Should market supplies during the late Winter months be lighter than had been expected there appears pretty good prospect of inventory appreciation. However, with modern methods of handling principal pork cuts resulting in quick turn-over,

the desirability of cutting hogs without loss and at actual profit is apparent.

The test on this page is worked out on the basis of live hog costs and green product prices at Chicago during the first three trading days of the week just ended, Monday being a holiday on this market. Packers paying the top of the market for their butchers have a less favorable showing.

MEAT INSPECTED IN NOVEMBER

Meat and meat food products prepared under federal inspection during November, 1938:

	Nov., 1938, lbs.
Meat placed in cure:	
Beef	11,710,973
Pork	208,976,983
Smoked and/or dried meat:	
Beef	4,163,112
Pork	104,579,009
Bacon sliced	19,907,669
Sausage:	
Fresh finished	12,094,989
Smoked and/or cooked	44,802,520
Dried or semi-dried	8,814,566
Meat loaves, head-cheese, chili con carne, jellied products, etc.	9,357,118
Cooked meat:	
Beef	1,112,859
Pork	12,817,577
Canned meat and meat products:	
Beef	7,003,611
Pork	13,228,676
Sausage	2,089,424
Soup	19,519,581
All other	6,911,932
Lard:	
Rendered	102,501,416
Refined	78,897,902
Olse stock	10,042,042
Edible tallow	6,891,917
Compound containing animal fat ..	32,821,469
Oleomargarine containing animal fat ..	4,214,262
Miscellaneous	1,253,390

LEVELING HOG-BACON OUTPUT

Danish bacon arrivals in England during 4-week periods of 1938 have usually varied only 5 per cent or less from the level of the first four weeks of the year, while the smallest variation in arrivals of Canadian bacon from the initial period was 12.6 per cent and the largest was 44.2 per cent, the Industrial and Development Council of Canadian Meat Packers pointed out recently in a bulletin on seasonal hog production and its effect.

The regularity of supplies maintains constant demand for Danish products in England at the highest possible level, the bulletin states. Canadian hog marketings show wide seasonal and even weekly fluctuations and result in variations in bacon shipments. Under present conditions it is necessary to store product to even off Canadian supplies on the British market, but the council points out that it would be much better for the hog industry and hog prices if it were not necessary and if the Summer shortage and Autumn glut could be eliminated.

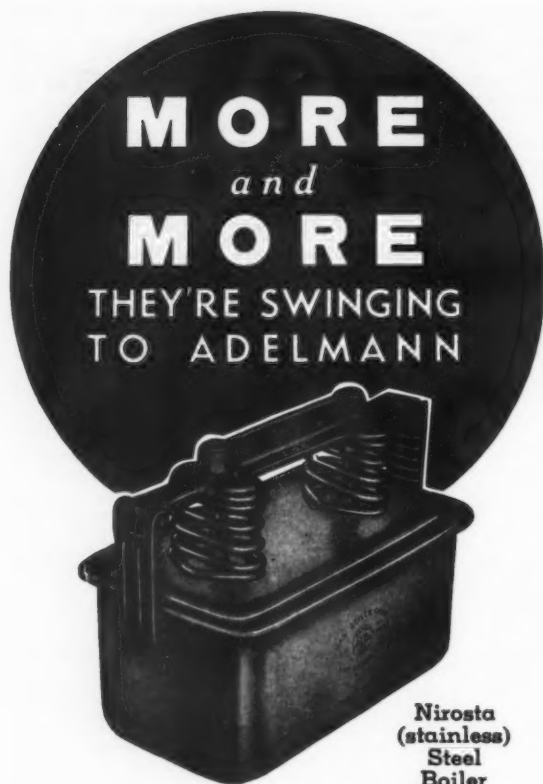
CANADIAN EXPORTS TO U. S.

	October, 1938.	October, 1937.
Cattle, No.	14,037	23,335
Calves, No.	2,682	4,102
Hogs, No.	30	5,026
Sheep, No.	350	196
Beef, lbs.	53,900	539,200
Bacon, lbs.	46,800	189,300
Pork, lbs.	224,400	991,700
Mutton and lamb, lbs.		9,900
Canned meat, lbs.	24	200

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive	Per Cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams	14.00	14.4	\$ 2.02	13.70	14.1	\$ 1.93	13.50	13.5	\$ 1.82
Picnics	5.60	11.1	.62	5.40	10.5	.57	5.10	10.4	.53
Boston butts	4.00	14.0	.56	4.00	13.8	.55	4.00	13.6	.54
Loins (blade in)	9.80	13.8	1.35	9.60	13.0	1.25	9.10	12.5	1.14
Bellies, S. P.	11.00	14.2	1.56	9.70	14.1	1.37	3.10	11.6	.36
Bellies, D. S.				2.00	8.7	.17	9.90	8.3	.32
Fat backs	1.00	4.0	.04	3.00	4.5	.14	5.00	5.2	.26
Plates and jowls	2.50	5.3	.13	3.00	5.3	.16	3.30	5.3	.17
Raw leaf	2.10	5.9	.12	2.20	5.9	.13	2.10	5.9	.12
P. S. lard, rend, wt.	12.40	6.4	.79	11.50	6.4	.74	10.20	6.4	.62
Spareribs	1.60	11.2	.18	1.60	11.1	.18	1.50	11.0	.17
Trimnings	3.00	7.3	.22	2.80	7.3	.20	2.70	7.3	.20
Feet, tails, neckbones ..	2.00		.10	2.00		.10	2.00		.10
Offal and misc. ....			.31			.31			.31
TOTAL YIELD AND VALUE	69.00		\$ 8.00	70.50		\$ 7.80	71.50		\$ 7.16
Cost of hogs per cwt.		\$ 7.71			\$ 7.41			\$ 7.22	
Condemnation loss .....		.04			.04			.04	
Handling & overhead .....		.59			.51			.44	
TOTAL COST PER CWT ALIVE ..		\$ 8.34			\$ 7.96			\$ 7.70	
TOTAL VALUE		8.00			7.80			7.16	
Loss per cwt.34			.16			.54	
Loss per hog68			.38			\$ 1.51	



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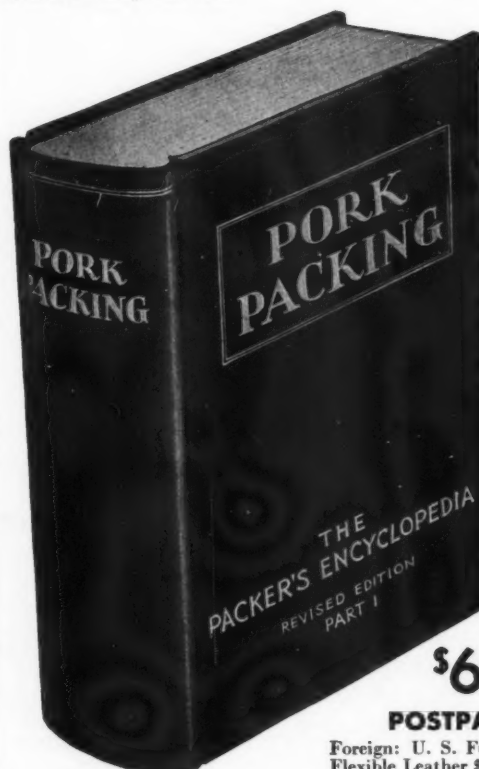
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THE NATIONAL PROVISIONER

407 South Dearborn Street, Chicago, Illinois

MEAT IMPORTS AT NEW YORK

Imports for week ended December 23:

Point of origin.	Commodity.	Amount, lbs.
Argentina—Beef extract in tins.	5,600	
Canada—Fresh chilled pork cuts.	13,418	
—Smoked sausage	930	
—Smoked bacon	4,921	
Cuba—Fresh frozen steer carcasses.	568	
Czechoslovakia—Cooked ham in tins.	2,400	
Denmark—Liverpaste in tins.	428	
—Cooked sausage in tins.	6,131	
—Cooked ham in tins.	14,577	
—Tinned cooked picnics.	4,903	
—Tinned cooked shoulders.	186	
England—Beef extract in jars.	720	
France—Liverpaste in tins.	1,554	
—Cooked tripe in tins.	440	
—Tinned beef broth.	107	
—Tinned beef consommé.	230	
—Cooked pork chops in tins.	203	
Germany—Smoked ham	1,629	
—Smoked sausage	2,381	
Holland—Cooked ham in tins.	41,836	
—Cooked sausage in tins.	1,250	
—Smoked ham	245	
—Tinned cooked shoulders.	23,328	
—Cooked tinned pork loins.	8,039	
Hungary—Tinned cooked pork loins.	5,400	
—Cooked ham in tins.	64,184	
—Cooked picnics in tins.	37,627	
Italy—Smoked ham	2,198	
—Smoked sausage	12,799	
Latvia—Cooked ham in tins.	21,082	
—Cooked picnics in tins.	3,102	
Lithuania—Cooked ham in tins.	16,024	
—Cooked picnics in tins.	8,659	
New Zealand—Fresh frozen beef cuts.	12,328	
—Fresh frozen calf livers.	4,407	
Poland—Smoked bacon	17,268	
—Dry salt bellies.	22,727	
—S. P. butts.	3,850	
—Cooked ham in tins.	1,309	
—Cooked pork butts in tins.	10,918	
—Cooked picnics in tins.	65,689	
—Cooked pork loins in tins.	22,890	
—Luncheon meat in tins.	10,080	
Sweden—Smoked sausage	651	
Switzerland—Bouillon cubes in tins.	6,583	
Uruguay—Canned corned beef.	18,000	
—Beef extract in tins.	10,080	

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

To	Week ended Dec. 24, 1938.	Week ended Dec. 24, 1937.	From Nov. 1 to Dec. 24, 1938.
PORK.			
United Kingdom	Bbls.	Bbls.	Bbls.
Total	30	30	30
BACON AND HAMS.			
	M lbs.	M lbs.	M lbs.
United Kingdom	3,519	3,809	30,668
Continent	86	70	3,185
West Indies	10	0	43
B. N. A. Colonies.	3	3	3
Total	3,618	3,948	33,899
LARD.			
	M lbs.	M lbs.	M lbs.
United Kingdom	1,281	3,649	22,093
Continent	225	805	2,017
Sth. and Ctl. America.	574	1,544	1,544
West Indies	187	4	644
B. N. A. Colonies.	1	1	1
Total	2,268	3,958	26,299

TOTAL EXPORTS BY PORTS.

From	Pork, Bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
New York	130	746	65
Boston	...	...	...
Philadelphia	...	...	...
New Orleans	...	...	...
W. St. Johns.	2,387	596	...
Halifax	1,121	92	...
Total Week	3,618	2,268	...
Previous Week	3,948	3,958	...
2 week ago.	30	30	...
Cor. week 1937.	3,948	3,958	...

SUMMARY NOV. 1 TO DEC. 24, 1938.

	1938.	1937.
Pork, M lbs.	6	...
Bacon and Hams, M lbs.	33,899	18,477
Lard, M lbs.	26,299	34,107

Chicago Provision Markets

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, DECEMBER 24, 1938.

	Open.	High.	Low.	Close.
LARD—				
Jan. ...	6.67½	...	...	6.67½
Mar. ...	7.27½	...	...	7.27½ax
May ...	7.42½	...	...	7.42½
July ...	7.60	...	...	7.60ax
Sept. ...	...	...	...	7.65n
Oct. ...	...	...	...	7.65n

MONDAY, DECEMBER 26, 1938.

Holiday. No market.

TUESDAY, DECEMBER 27, 1938.

LARD—				
Jan. ...	6.67½	6.67½	6.62½	6.62½ax
Mar. ...	7.25	7.25	7.22½	7.22½ax
May ...	7.40	7.40	7.35	7.35b
July ...	7.57½	7.57½	7.52½	7.52½b
Sept. ...	7.62½	7.65	7.62½	7.65b
Oct. ...	7.65	...	...	7.65

WEDNESDAY, DECEMBER 28, 1938.

LARD—				
Jan. ...	6.62½	6.67½	6.62½	6.65b
Mar. ...	7.22½	7.25	7.22½	7.22½b
May ...	7.35	7.40	7.35	7.40
July ...	7.52½-55	7.57½	7.52½	7.57½b
Sept. ...	...	...	...	7.67½b
Oct. ...	...	...	...	7.67½b

THURSDAY, DECEMBER 29, 1938.

LARD—				
Jan. ...	6.60	6.62½	6.52½	6.52½
Mar. ...	7.20	7.20	7.12½	7.12½
May ...	7.37½	7.37½	7.30	7.30b
July ...	7.52½	7.55	7.47½	7.47½
Sept. ...	...	...	...	7.60ax
Oct. ...	...	...	...	7.65ax

FRIDAY, DECEMBER 30, 1938.

LARD—				
Jan. ...	6.52½	6.52½	6.50	6.50b
Mar. ...	7.10	...	...	7.10b
May ...	7.30	7.30	7.27½	7.27½-30ax
July ...	7.47½	7.47½	7.45	7.45b
Sept. ...	...	...	...	7.60ax
Oct. ...	...	...	...	7.65ax

Key: ax, asked; b, bid; n, nominal; —, split.

CASH PRICES

Based on actual carlot trading Thursday, December 29, 1938.

REGULAR HAMS.		
	Green.	*S.P.
10-12	17n	17½
12-14	15½	15½
14-16	15½	15½
10-16 Range	15	...

BOILING HAMS.		
	Green.	*S.P.
16-18	14	15½
18-20	13½	15½
20-22	13½	15½
16-20 Range	13½	...
16-22 Range	13½	...

SKINNED HAMS.		
	Green.	*S.P.
10-12	17½	17
12-14	16½	16½
14-16	15½	16½
16-18	15½	16½
18-20	15	16
20-22	15	16
22-24	15	16
24-26	14	14½
26-30	12½	13½
25 up, No. 2's inc.	12	...

PICNICS.		
	Green.	*S.P.
4-6	12	12½
6-8	10½	10½
8-10	10½	11½
10-12	10½	11½
12-14	10½	11½
8 up, No. 2's inc.	10½	...

Short Shank ½c over.

BELLIES.		
(Square cut seedless.)		
	Green.	*D.C.
6-8	15	15½
8-10	14½	15½
10-12	13½	14½
12-14	12½	13½
14-16	12	12½
16-18	11½@11½	12½

D. S. BELLIES.		
	Clear.	Rib.
14-16	10½n	...
16-18	10n	...
18-20	9½	...
20-25	9½	9½
25-30	9½	9½
30-35	9	9
35-40	8½	8½
40-50	8½	8½

D. S. FAT BACKS.		

6-8	5	5½
8-10	5	5½
10-12	5	5½
12-14	5	5½
14-16	5	5½
16-18	5	5½
18-20	5	5½
20-25	5	5½

OTHER D. S. MEATS.		
Extra Short Cuts.	35-45	8½n
Extra Short Ribs.	35-45	8½n
Regular Plates	6-8	5½n
Clear Plates	4-6	5½n
Jowl Buts.	...	6
Green Square Jowls	...	6
Green Rough Jowls	...	6

LARD.		
Prime Steam, cash.	...	6.57½n
Prime Steam, loose.	...	6.30b
Neutral, in tierces.	...	6.25n
Raw Lard	...	6.25n

*Quotations represent No. 1 new cure.

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for week ended December 24, 1938, were:

	Week Dec. 24.	Previous Week.	Same Week '37.
Cured Meats, lbs.	14,144,000	12,244,000	11,813,000
Fresh Meats, lbs.	48,600,000	51,549,000	46,411,000
Lard, lbs.	4,063,000	2,334,000	3,228,000

Machine Sales Analysis

(Continued from page 13.)

Machine accounting control for sales is very similar to that used in connection with any other system. The machines automatically accumulate the control detail.

Invoices should go to the punch operator in suitably sized groups. The groups may represent a day's charges or a particular type of charges, etc. Each group should have an indication number punched in the card space called "reference." This number is set up by the operator before she punches the group and will be automatically recorded on each card.

After cards in a group are punched they are placed in the tabulator and listed. This is a very fast operation in which all information on each card is automatically listed. Information which is hooked up into adding counters on the machine will also be added and a total printed. If an adding machine tape of all invoice information is made before the invoices go to the punch operator, these additions can be compared with the tabulator totals to determine whether they agree. This would be an effective check on accuracy of punching, except for a possible balance of errors.

Sight Checking Lists

Sight checking is another method of determining accuracy in which individual invoices are compared with the tabulator lists. Sight checking is much faster than adding machine checking and is probably preferable for everything except sales amount. An adding machine tape should be made of sales amount and attached to the group of invoices which are to be punched, or handed to a control clerk.

Proof sheets should be dated, headed and filed after checking. They provide a quick method of reference. Unless punched cards are to be sorted and run for a preliminary daily sales report, or are to be summary punched daily, they should be filed away for the end of the sales week.

"Sales control" means a record of sales income offsets only, cross adding to a total "net income from sales." Totals of all groups punched must be accumulated for sales control. Either a pen and ink record may be made of these totals, or one card may be punched, debit or credit, for each group total as it is proved.

An example of a pen and ink sales control sheet or book might be as follows, with the headings running from left to right instead of downward:

Column No.	Heading
1.....	Accounts Receivable
2.....	Credits (returns)
3.....	Credits (allowances)
4.....	Accounts Receivable, Net
5.....	Outside Cash Sales
6.....	Employees' Cash Sales
7.....	Employees' Charge Sales
8.....	Sales Income

Column 4 is the net result of Column 1 less Columns 2 and 3. Column 8 is the total of Columns 4 to 7. Only Column 4

and Column 8 would be posted at the end of the month to the general ledger. Columns 5 and 6 would be cross referenced to the cash receipts book, and Column 7 would be cross referenced to the payroll summary (deduction section).

A sales analysis of columns by departments, commodities, etc., may be derived from the tabulator. The machine can be used for the complete job and for making a tabulation of summary cards at any time during the financial year. At the end of the year a report can be obtained showing the detail of the single general ledger account "sales control."

Any kind of analysis from the summary cards can be shown on aligned paper. Such analysis may be by territory, by grouped territories, by department, by commodity, by commodity groups, etc. Results are always accurate, once the original summary cards are properly proved, and if summary cards are punched with a scientifically-arranged code all the columnar work of cross-adding and proving is eliminated.

Speeding Up Sales Analysis

An important method of speeding up production of the weekly sales analysis may be mentioned at this point. The usual method of arriving at net sales is to obtain gross sales and then deduct returns and allowances. The only ways of doing this with tabulating equipment require the use of a large number of counters or an alphabetical machine.

In the usual sales tabulation in this industry it would require at least three balance counters to obtain net sales by pieces, weight and amount. Three more counters would be necessary to tabulate returns and allowances by commodity, and three more would be needed to obtain an automatic balance. Installation of such counters would not be economically advisable unless they were used fairly continuously throughout the week for other work. The best way of handling this problem is as follows:

Sort all together the sales and sales offset cards by commodity and make a tabulation of net sales for the week by commodity, department, etc., as soon as the proof sheet is run on the last bunch of cards for the week. It is not necessary to wait until last day's cards are proved as proving can be done while the cards are being sorted for the week. Any errors can be picked out and corrected after the cards have received a full commodity sort.

Results Available Quickly

Make summary punch from net sales tabulation and run from them the necessary weekly sales reports. It is possible to have a detailed sales analysis less than 24 hours after the week's business ends. Through development of a costing by machine method this will automatically result in a gross margin report by commodity.

After all reports based on net sales are completed, sort out sales offset cards. Space cards previously men-

tioned must be sorted out anyhow, and sales offset cards can be sorted out in the same operation. Not only will they remain in the same territory and commodity order, but gross sales cards remaining will also be in the proper order.

Sales offset cards are then run through the tabulator for a total which should be compared with sales control totals for returns and allowances in order to determine whether all cards have been sorted out. A report of returns and allowances by territory and commodity can then be run. The cards can be sorted on commodity only and a general sales report of returns and allowances made. If separate reports on returns and allowances are desired, the cards having weight on them can be rejected in one sort, thus dividing the two classes of cards.

Profit In Allied Products

(Continued from page 11.)

business relations have been established over a long period of time.

Many packers and sausage manufacturers who started jobbing products with some misgivings, and without much expectation that the revenue from the side lines ever would amount to much, have been agreeably surprised with the results. One packer in a northern Illinois city was extremely doubtful about the advantages to be gained from adding other lines to offer his trade along with his own products. After much persuasion he agreed to a trial. His initial stock comprised nine varieties of sausage. A few days after receiving his first shipment he placed an order for approximately three times the original amount on seven of the items. His volume has grown until he now does a large business in dry sausage.

Another small packer who started jobbing one product now handles fourteen varieties of sausage and maintains a large stock from which orders are filled daily. He has not only found the specialties very profitable, but attributes much of the increase in volume of sales of his own products to being able to offer his customers a more complete line of the products they sell.

NOVEMBER CHAIN SALES HIGH

Daily average sales of chain grocery stores for November, 1938, were higher than for any preceding month this year and 2 per cent above sales in November, 1937, according to a report by the Bureau of Foreign and Domestic Commerce. Sales for the first 11 months of the year were about 2 per cent below those of the corresponding 1937 period.

Because of the contra-seasonal increase in sales this year from October to November, the seasonally adjusted index figure of chain store sales advanced to 96½ for the latter month, as compared to 94½ for October.

Tallows and Greases

WEEKLY MARKET REVIEW

TALLOW.—The tallow market developed unexpected activity and a stronger tone at New York this week. There were estimates that over 600,000 lbs. of extra changed hands at 5½¢ and 5¢, delivered, largely at the latter level, which represented an advance of ½¢ from the previous week. Larger soaper interests came into the market for supplies and uncovered an absence of pressure of offerings except on advances.

Producers are apparently fairly well sold up and are firm in their ideas. It is doubtful whether buyers will follow any sharp advances at this time, but the market took on a somewhat better appearance.

At New York, special was quoted at 5½¢; extra, 5¢, delivered, and edible loose, 6½¢@6¢ nominal.

Tallow futures at New York were moderately active and steadier. There were 10 tanks delivered on January contracts. The spot month sold at 5.50 while May traded at 5.80.

Foreign tallow offerings at New York showed little or no change from the previous week. South American No. 1 was quoted at 3.40¢; No. 2, 3.15¢, and edible, 3.55¢, all c.i.f.

There was no London tallow auction this week. Argentine beef tallow at Liverpool, December-January shipment, was unchanged at 16s 6d. Australian good mixed, December-January shipment, was off 3d on the week at 17s 6d.

Tallow market at Chicago was quiet last weekend and early this week but showed a little more activity on Wednesday and turned firmer Thursday. Prime was salable at 5½¢ for February shipment; 5¢, Chicago, was bid for nearby. Large consumers were interested only in February forward on tallow; edible was offered at the market early this week but bids were ¼¢ less. There were indications of quiet trading on a fair scale Wednesday. Tank special sold at 5½¢, Chicago, immediate; prime was salable at 5½¢, Chicago, and offered at 5½¢, Cincinnati. Edible tallow sold at market and special was salable in one direction at 5½¢, Chicago. Inedible tallows sold Thursday in fair way at slightly higher prices. Prime tallow sold at 5½¢, special 19 color at 5½¢, and No. 3 at 5¼¢, delivered Mid-east point. Prime sold at 5½¢, Kansas City; more offerings available this basis. Chicago quotations, loose basis, on Thursday:

Edible tallow	5½¢@6
Fancy tallow	5¼¢@5½
Prime packers	5½¢@5½
Special tallow	5¼¢@5½
No. 1 tallow	5½¢@5½

STEARINE.—The market at New York was quiet and steady. Offerings were light and the market was reported

to be well sold up. Only small sales were reported at unchanged prices during the week. Oleo last sold at 6½¢, ex plant.

The Chicago market was quiet and steady. Prime oleo stearine was quoted at 6½¢.

OLEO OIL.—Quiet and routine conditions prevailed in the New York market this week. Prices were unchanged. Extra was quoted at 8½¢@8¼¢; prime, 7½¢@8¢, and lower grades of oil at 7½¢@7¼¢.

The Chicago market was quiet and steady. Extra was quoted at 8¢ and prime oil at 7¼¢.

LARD OIL.—The market was dull and unchanged at New York. No. 1 was quoted at 8¼¢; No. 2, 8¼¢; extra, 9¢; Extra No. 1, 9¢; extra winter strained, 9¼¢; prime edible, 10¼¢, and inedible, 9¼¢.

(See page 33 for later markets.)

NEATSFOOT OIL.—Demand was quiet at New York but prices were steady. Cold test was quoted at 15¼¢; extra, 9¢; extra No. 1, 8¼¢; pure, 10¼¢, and prime, 9¢.

GREASES.—A rather quiet week was noted in greases at New York. Offerings were light and the market was aided somewhat by a firmer tone in tallow. However, consumers were not showing particular activity and producers were not pressing offerings but were inclined to await developments over the year-end holidays.

At New York, yellow and house was quoted at 5¢; brown, 4½¢@4¼¢, and choice white, 5½¢@5¼¢ nominal.

Trade in greases was quiet at Chicago this week. Prices were about steady, however, and offerings were light. White grease sold Wednesday at 5½¢, Chicago, immediate, and there was more interest in the market. Yellow grease was wanted at 4½¢, Chicago. Quotations on Thursday were:

Choice white grease	@5½
A-white grease	@5½
B-white	@5½
Yellow grease, 10-15 f.f.a.	4½¢@5½
Yellow grease, 15-20 f.f.a.	@4½
Brown grease	4¼¢@4½

BY-PRODUCTS MARKETS

Chicago, Dec. 29, 1938.

Prices continued firm for animal feed and fertilizer materials. Little product offered and sellers holding at strong prices.

Blood.

Blood market strong; sale reported at \$3.60 per unit ammonia.

	Unit. Ammonia.
Unground	@ 3.60

Digester Feed Tankage Materials.

Digester tankage market strong at higher prices.

Unground, 11 to 12% ammonia	@ 3.90
Unground, 6 to 10%, choice quality ..	@ 3.90
Liquid stick	@ 2.25

Packinghouse Feeds.

Animal feed markets continue active at higher prices.

	Carlots. Per ton.
Digester tankage meat meal, 60%	@ 60.00
Meat and bone scraps, 50%	@ 55.00
Blood-meal	@ 70.00
Special steam bone-meal	@ 50.00

Bone Meals (Fertilizer Grades).

Bone meal market quiet and prices largely nominal.

	Per ton.
Stemm, ground, 3 & 50	\$24.00@25.00
Stemm, ground, 2 & 20	21.00@22.00

Fertilizer Materials.

Market on fertilizer materials quiet.

	Per ton.
High grd. tankage, ground	@ 3.75 & 10¢
10%@11% am.	@ 22.50@25.00
Bone tankage, ungrd., per ton	@ 2.85
Hoof meal	@ 2.85

Dry Rendered Tankage.

Not much volume moving in the crackling market. Prices steady to strong. Sale one car reported at 82½¢. Bulk of product moving within quoted price range.

Hard pressed and expeller unground, per unit protein .....	.75¢ @ .80
Soft prod. pork, ac. grease and quality, ton	@ 47.50
Soft prod. beef, ac. grease & quality, ton	@ 40.00

Gelatine and Glue Stocks.

Gluestock market quiet.

	Per ton.
Calf trimmings	@ 20.00
Sinews, plaques	@ 10.00
Cattle jaws, skulls and knuckles	@ 22.00
Hide trimmings	@ 12.00
Pig skin scraps and trim, per lb., l.c.l.	3¢ @ 3½¢

Horns, Bones and Hoofs.

Market on horns, bones and hoofs continues fairly active at quoted prices.

	Per ton.
Horns, according to grade	\$35.00@60.00
Cattle hoofs, house run	28.00@30.00
Junk bones	16.00@18.00

(Note—foregoing prices are for mixed carloads of unsorted materials.)

Animal Hair.

Hair market quiet to weak.

Winter coll dried, per ton	\$35.00@40.00
Summer coll dried, per ton	22.50@25.00
Winter processed, black, lb.	6¼¢ @ 7¢
Winter processed, gray, lb.	5¼¢ @ 6¢
Cattle switches	1½¢ @ 2¢

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, December 28, 1938.

No recent sales of tankage have been made around New York. The nominal

quotations are around \$3.15 and 10c for ground fertilizer tankage and \$3.25 and 10c for unground feeding tankage. South American sold at \$3.10 and 10c, c.i.f. North Atlantic coast ports for January shipment from South America.

Dried blood is held at \$3.25 per unit, f.o.b. New York, the last sale having been made at \$3.10 f.o.b. South American last sold at \$2.90 per unit, c.i.f. North Atlantic coast ports.

Japanese sardine meal is up about \$2.00 per ton, both for spot and for January-February shipment. The production of this material in Japan this year is about 40 per cent of normal.

Dry rendered tankage is a little lower.

FERTILIZER PRICES

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, per ton, basis ex-vessel Atlantic ports, Jan. to June, 1939, inclusive.....	@28.00
Blood, dried, 16% per unit.....	@ 8.25
Unground fish scrap, dried, 11½% ammonia, 15% B. P. L., f.o.b. fish factory.....	nominal
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f. spot.....	@48.50
Jan. shipments.....	@48.50
Fish scrap, acidulated, 7% ammonia, 3% A. P. A., f.o.b. fish factories....	2.50 & 50c
Soda nitrate, per net ton; bulk, Jan. to June 1939 inclusive, ex-vessel Atlantic and Gulf ports.....	@27.00
in 200-lb. bags.....	@28.30
in 100-lb. bags.....	@29.00
Tankage, ground, 10% ammonia, 10% B. P. L., bulk.....	3.15 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L., bulk.....	3.25 & 10c
Phosphates.	
Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.....	@22.75
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.....	@26.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.....	@ 8.00
Dry Rendered Tankage.	
50% protein, unground.....	@65c
60% protein, unground.....	@67½c

TALLOW FUTURE TRADING

TUESDAY, DECEMBER 27, 1938.

	High.	Low.	Close.
December	5.35 bid
January	5.50@5.55
February	5.50@5.65
March	5.55@5.70
April	5.60@5.75
May	5.70@5.85

WEDNESDAY, DECEMBER 28, 1938.

January	5.50	5.50	5.50 bid
February .....	.....	.....	5.60 bid
March .....	.....	.....	5.65 bid
April	5.80	5.80	5.70 bid

THURSDAY, DECEMBER 29, 1938.

January .....	.....	.....	5.55@5.75
February .....	.....	.....	5.60@5.80
March .....	.....	.....	5.60@5.80
May .....	.....	.....	5.65@5.85
June .....	.....	.....	5.70@5.85

FRIDAY, DECEMBER 30, 1938.

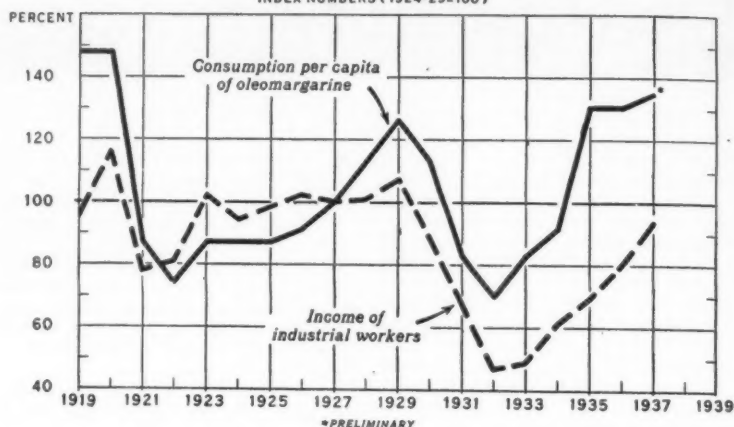
Jan. ....	.....	.....	5.60@5.75
Mar. ....	.....	.....	5.65@5.85
May ....	.....	.....	5.75@5.90
June ....	.....	.....	5.75@5.90

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of December 24, 1938, totaled 745,530 lbs.; tallow, none; greases 62,400 lbs.; stearine, none.

CONSUMPTION PER CAPITA OF OLEOMARGARINE, AND INCOME OF INDUSTRIAL WORKERS, UNITED STATES, 1919-37

INDEX NUMBERS (1924-29=100)



More margarine is consumed when industrial workers' income is high than during depression periods. All-time high for per capita margarine use was in the war year of 1918 and the two years following it; other peaks were in 1929 and 1935-37. (Chart by U. S. Bureau of Agricultural Economics.)

MARGARINE AND OTHER FATS

While consumption of oleomargarine in the past three years was about 18 per cent of the total consumption of butter, it cannot be assumed that the market for butter was 18 per cent less than it would have been if oleomargarine had not been used, the U. S. Bureau of Agricultural Economics pointed out recently in a review of the fats and oils situation.

Elimination of oleomargarine, the bureau states, might have a greater net effect on lard and vegetable shortening than on butter and, in any case, the changes in butter prices and consumption probably would be much smaller than the present relative volumes of consumption of oleomargarine and butter might indicate.

In the decade 1921-30 the retail price of oleomargarine averaged 54 per cent as much as butter, but during the three years 1935-37 the price of oleomargarine was only 48.4 per cent as much as butter. This may have had some tendency to stimulate oleomargarine consumption in relation to butter.

However, in recent years the price of oleomargarine has been much lower in relation to lard and vegetable shortenings than in the 1920's and the bureau indicates it is probable that oleomargarine is coming more and more into competition with them. Average prices per pound for table and cooking fats in 1921-30 and 1935-37 were as follows:

	Butter	Margarine	Lard	Shortening
1921-30....	62.8c	28.5c	19.0c	24.8c
1935-37....	38.6c	18.7c	17.6c	21.6c

The bureau states that if there had been no oleomargarine produced in 1937, and consumers had shifted their entire expenditures from oleomargarine to butter, the price of butter might have been raised 9 per cent. The effect would probably have been much less, however,

since a considerable proportion of consumer expenditures for oleomargarine would have been shifted to lard and shortening.

3¼ Billion Industry

(Continued from page 8.)

ployes), an increase of 9.3 per cent over 116,620 in 1935, and wages paid increased from \$136,467,687 for 1935, to \$170,386,207 for 1937, an increase of 24.9 per cent.

The meat packing industry paid out \$2,386,090,468 for materials, supplies, containers, fuel and purchased electrical energy during 1937 compared with \$2,030,004,273 in 1935.

This industry, as classified for census purposes, embraces establishments engaged in wholesale slaughtering and meat packing, including those that slaughter for the retail trade but also wholesale considerable quantities of meat. Establishments slaughtering for the retail trade only do not come within the scope of the census.

Preliminary figures for the meat packing and slaughtering industry for 1937, with comparisons, are as follows:

	1937.	1935.
Number of establishments	1,160	1,223
Wage earners.....	127,476	116,620
Wages	\$ 170,386,207	\$ 136,467,687
Cost of materials, supplies, containers, fuel and purchased energy.....	\$2,386,090,468	\$2,030,004,273
Value of products.....	\$2,787,357,940	\$2,362,369,081
Value added by manufacture	\$ 401,207,472	\$ 332,364,808

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Vegetable Oils

WEEKLY MARKET REVIEW

COTTONSEED oil futures were active at New York during the past week, in spite of the year-end holidays, and the market had a steady undertone. Values were kept within a narrow range by speculative evening up and selling of late months which met a scattered commission house demand on a scale downwards.

There was no improvement in cash trade, and none is expected until after the turn of the year. Pressure of crude oil from the South was also lacking as most of the mills closed down over the holiday season. Allied commodities were steady and outside markets were generally firmer, although the lard market had difficulty in making any headway on the upside and this continued to operate against rallies in cottonseed oil.

Many local observers and operators are puzzled at the ability of cottonseed oil to hold current levels in the face of lighter consumption and relative cheapness of soybean oil and lard. Estimates on December consumption are running from 250,000 to 260,000 bbls. as against 358,000 bbls. in December, 1937.

No Increase in Demand

There appears to be little prospect of any material improvement in demand during January. Visible stocks of oil are plentiful and competing products relatively cheap, and it is believed that consumers will continue to buy in a hand to mouth way without replenishing shelf stocks.

The year-end report of a prominent Southern cottonseed oil trade factor, which showed a large increase in inventories, attracted considerable attention around the cottonseed oil ring on Wednesday. The increase in stocks was considered to be the result of the decline in distribution of cottonseed oil compared with last season's record takings. It was felt that the same situation would prove true in all leading quarters of the trade.

December statistics which will be issued early next month are expected to make an unfavorable showing compared with the previous year. In the meantime, the government pig report has also been bearishly construed on cottonseed oil, in that it is felt that the prospect of an increase of 21 per cent in the spring pig crop in 1939 fore-shadows continuance of plentiful supplies of lard and keen competition between lard and shortening.

While all of these factors have been known for some time, cottonseed oil futures continue to display stubbornness towards declines. Offerings dry up considerably on setbacks, but unless the demand increases soon, there is fear that the South will let go of the remainder of the crop it is holding and

that the futures market will be called upon to take more hedge pressure.

Crude markets were very quiet this week with Southeast and Valley holding at 6¼ to 6½c and Texas at 6¼@6½c. Nearby crude soybean oil was holding around 5½c and forward delivery around 5¼c.

COCONUT OIL.—Demand was quiet at New York and the market was quoted at 3¼c, Pacific Coast prices ranged 2½@2¾c.

SOYBEAN OIL.—Better inquiries were reported in the market at New York, but prices showed little change. Spot was quoted at 5@5½c and forward shipment was offered at 5¼c.

CORN OIL.—Demand was slow at New York but prices were steady at 6½c.

PALM OIL.—Trade was quiet but prices were steady at New York. Spot Nigre was quoted at 3¼c; shipment Nigre, 3c, and Sumatra, 2¼@3c.

PALM KERNEL OIL.—The market nominally was quoted at 3¼c to a shade higher at New York.

OLIVE OIL FOOT.—Prices were steady but trade was dull. Foots were quoted at 6½@6¾c, New York.

PEANUT OIL.—The market was quiet at New York and nominally quoted at 6½c. Chinese peanut oil was offered here at 3.20c, c.i.f., or equal to about 7.20c delivered in the East, and about 10 points lower in the West.

COTTONSEED OIL.—Valley and Southeast crude was quoted Wednesday at 6¼c bid, 6½c asked; Texas, 6½c bid at common points, Dallas, 6¼c nominal.

Cottonseed oil futures market trans-

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., December 29, 1938.

Cotton oil futures were unchanged. Crude was steady at 6¼c lb. f.o.b. mills with offerings light. Bleachable, steady to firm. Holiday dullness continues, with holders of cotton oil convinced that shorts and improving new year demand, as seed receipts and visible supply decline, will contribute to appearance of more active markets at better prices.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, December 29, 1938.—Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipment, \$23.50. Basis prime cottonseed oil 6.10@6.25c depending on location.

actions at New York for the week:

FRIDAY, DECEMBER 23, 1938.

	Sales.	—Range.—		—Closing.—	
		High.	Low.	Bid.	Asked.
Jan.	18	739	735	737 a	nom
Feb. ....	..	..	..	738 a	trad
Mar.	35	760	756	758 a	759
April ....	..	..	..	758 a	nom
May	24	770	766	767 a	769
June ....	..	..	..	768 a	nom
July	45	778	773	778 a	trad
Aug. ....	..	..	..	779 a	nom

SATURDAY, DECEMBER 24, 1938.

Holiday, no market.

MONDAY, DECEMBER 26, 1938.

Holiday, no market.

TUESDAY, DECEMBER 27, 1938.

Jan.	39	738	734	738 a	740
Feb. ....	..	..	..	738 a	nom
Mar.	43	761	755	758 a	760
April ....	..	..	..	758 a	nom
May	35	771	765	768 a	770
June ....	..	..	..	768 a	nom
July	43	779	775	777 a	trad
Aug. ....	..	..	..	777 a	nom

WEDNESDAY, DECEMBER 28, 1938.

Jan.	31	736	735	734 a	35
Feb. ....	..	..	..	734 a	nom
Mar.	13	759	754	754 a	56
April ....	..	..	..	754 a	nom
May	22	769	764	766 a	trad
June ....	..	..	..	766 a	nom
July	48	779	775	775 a	nom
Aug. ....	..	..	..	775 a	nom

THURSDAY, DECEMBER 29, 1938.

Jan. ....	..	734	730	731 a	bid
Mar. ....	..	754	747	746 a	bid
May ....	..	765	756	756 a	nom
July ....	..	774	767	766 a	bid

Sales, 245 contracts.

(See page 33 for later markets.)

FAT MARKETS IN FRANCE

(Special Report to The National Provisioner from Emmanuel Weiffing & A. Bloch, 12 Rue Lamartine, Paris.)

Paris, November 31, 1938

LARD: Market was quiet during course of this month. Actual quotation for refined pure lard was 850 francs per 100 kilos, against 900 francs in October.

TALLOW: Market was very quiet. Paris actual official quotation for acid melted tallow is francs 280 per 100 kilos naked, which is the same as at end of October.

VEGETABLE OILS: Market was rather firmer in the last part of November but again weaker to-day. Soap-making groundnut oil is quoted at 405 francs per 100 kilos, naked, against 390 at the end of October. Edible grades unchanged. Copra oil, 295 francs per 100 kilos, against 287.50 at end of October.

HULL OIL MARKETS

Hull, England, Dec. 28, 1938.—Refined cotton oil, 21s 6d. Egyptian crude, 18s 6d.

Hides and Skins

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—Despite the short week occasioned by the holiday, there was a fair movement of packer hides, total reported sales so far being about 70,000 hides. Packers obtained their asking prices for light native cows and branded cows, which were $\frac{1}{4}$ c over last reported re-sale trading or $\frac{1}{2}$ c up from last packer sales; extreme light native and branded steers sold steady.

The security markets turned upward when relieved of what was construed as year-end tax selling to establish losses, and hide futures followed the security markets. Traders were credited with establishing the advance on light native cows but a good part of the sales of branded cows are known to have been made to tanners.

Trading in steers has been confined so far to two packers. However, another packer is understood to have booked the greater part of recent production of steers to tanning connections. Packers had been asking $\frac{1}{2}$ c advance on all descriptions but trading opened up at steady prices for steers just prior to the advance in hide futures. However, further business on steers has been declined and $\frac{1}{2}$ c advance is firmly asked on all steer descriptions.

Native steers last sold at 12c for Oct.-Nov. and 12 $\frac{1}{2}$ c for Sept.-Oct. take-off, with 12 $\frac{1}{2}$ c asked for Nov.-Dec. All packers sold total of 9,800 Nov.-Dec. extreme light native steers at 12c.

Branded steer trading was confined to two packers, who sold 9,900 late Oct. to Dec. butt branded steers at 12c, 5,300 mostly Dec. Colorados at 11 $\frac{1}{2}$ c, and 900 mostly Dec. heavy Texas steers at 12c; light Texas steers last sold at 11c; extreme light Texas steers quotable 11 $\frac{1}{2}$ c.

Heavy native cows quoted around 11 $\frac{1}{2}$ c nom. Traders bought 9,000 Nov.-Dec. light native cows at 12c, and Association sold 2,000 Dec. take-off also at 12c. One packer sold 20,000 and another 5,000 Nov.-Dec. branded cows at 11 $\frac{1}{2}$ c, and 5,000 straight Dec. branded cows sold also at 11 $\frac{1}{2}$ c.

The Association sold a car of straight Dec. bulls at 8 $\frac{1}{2}$ c for native bulls and 7 $\frac{1}{2}$ c for brands; couple packers well sold up on bulls.

LATER:—One packer sold 1,200 extreme light native steers at 12 $\frac{1}{2}$ c, or $\frac{1}{4}$ c up; another sold 1,100 native bulls at 8 $\frac{1}{2}$ c.

OUTSIDE SMALL PACKER HIDES.—Outside small packer all-weight natives are quoted around 10 $\frac{1}{2}$ c, selected, Chgo. freight basis, and some offerings of less desirable lots reported this basis. Better quality stock is usually held at 11c or better, but on offerings made at this figure it has been difficult to arouse any tanner interest.

PACIFIC COAST.—Last trading in the Coast market was at 10c for steers and 9 $\frac{1}{2}$ c for cows, with good part of Nov. take-off moved that basis couple weeks ago and further business declined. Market quoted nominally around 10c flat, f.o.b. shipping points, for both steers and cows at the moment.

FOREIGN WET SALTED HIDES.—The South American market moved about a half-cent higher this week on standard steers, with present production approaching good summer quality in that market. A pack of 5,000 La-Platas sold early in the week at 80 pesos, equal to 12 $\frac{1}{2}$ c, c.i.f. New York, as against 79 $\frac{1}{2}$ pesos or 12 $\frac{1}{2}$ c paid late last week. One lot of 5,000 Smithfield steers sold at 78 $\frac{1}{2}$ pesos or 12 $\frac{1}{2}$ c. Later, 4,000 Anglo steers moved at 81 pesos or 12 $\frac{1}{2}$ c, and 2,000 LaPlatas at 82 pesos or 12 $\frac{1}{2}$ c.

COUNTRY HIDES.—Demand for country hides is still centered on lighter stock, while the heavier selections continue rather slow. Good untrimmed all-weights are in fair demand at 8 $\frac{1}{2}$ c, selected, del'd Chgo., with offerings rather light and held at 8 $\frac{1}{2}$ c. Heavy steers and cows remain dull and quiet and quoted around 8c flat nom. Trimmed buff weights have sold at 9c, although some quote 8 $\frac{1}{2}$ @9c. Good inquiry for trimmed extremes and some large buyers indicate offerings rather light; tanners' ideas usually not over 10 $\frac{1}{2}$ c, selected, but sales have been reported up to 11c, presumably for better than ordinary stock. Bulls listed 6@6 $\frac{1}{2}$ c nom. All-weight branded hides 7 $\frac{1}{2}$ @7 $\frac{1}{2}$ c flat nom.

CALFSKINS.—Packers obtained a half-cent advance on Dec. northern heavy calf 9 $\frac{1}{2}$ /15 lb., and a similar advance is usually asked on River point heavies and lights under 9 $\frac{1}{2}$ lb. Two packers sold a total of about 13,500 Dec. northern heavies at 19 $\frac{1}{2}$ c, and one moved 3,500 Cleveland and Evansville heavies at 20c, the usual premium; another sold 4,000 St. Paul Dec. heavies at 19 $\frac{1}{2}$ c. Fourth packer sold Dec. production of 8,000 skins at 19 $\frac{1}{2}$ c for northern heavies, 18c for River point heavies and 18c for lights; other packers ask 18 $\frac{1}{2}$ c for River point heavies and also for lights. Total of 8,200 Ft. Worth and Dallas Dec. all-weights sold at 14c.

LATER:—One packer sold 6,700, another 2,800 Dec. light calf at 18 $\frac{1}{2}$ c, or $\frac{1}{4}$ c up; 1,500 Milwaukee all-wt. calf sold 18 $\frac{1}{2}$ c.

Trading awaited to define market on city calfskins but collectors generally inclined to withhold offerings until after the first of the year. Last reported trading was at 15c for 8/10 lb. and 16 $\frac{1}{2}$ c for 10/15 lb., with these prices later bid, and indicated late this week

that 17c is obtainable for the 10/15 lb. Outside cities, 8/15 lb., quoted around 15@15 $\frac{1}{2}$ c nom.; straight countries 11@11 $\frac{1}{2}$ c flat. Chicago city light calf and deacons around \$1.10 nom.

KIPSKINS.—No offerings apparent yet on packer Dec. kipskins but higher prices will be asked than those last obtained for Nov. take-off, which were 15c for northern natives and 14c for northern over-weights, with southern a cent less, and branded kips 12 $\frac{1}{2}$ c.

Bids of 13c have been repeatedly declined for city kipskins and 13 $\frac{1}{2}$ c asked, with offerings apparently limited now. Outside cities around 13@13 $\frac{1}{2}$ c nom.; straight countries 10@10 $\frac{1}{2}$ c flat.

Packer Nov. regular slunks last moved at 75c; offerings of Dec. production expected shortly.

HORSEHIDES.—Firm prices are asked for horsehides but trade rather slow and scattered. Good city renderers, with manes and tails, quoted \$3.10@3.30, selected, f.o.b. nearby points; ordinary trimmed renderers \$2.80@3.00, del'd Chgo.; mixed city and country lots \$2.50@2.70, Chgo.

SHEEPSKINS.—Dry pelts quiet and nominal at 14@14 $\frac{1}{2}$ c per lb., del'd Chgo., for full wools. Offerings of packer shearlings are very limited now, due to light production; market generally quoted 70@75c for No. 1's, 40@45c for No. 2's and 20@22 $\frac{1}{2}$ c for No. 3's, and one small car moved this week at prices reported within this range. Pickled skins have been neglected by buyers and present quality of offerings have attracted very little interest recently; pullers quote \$4.50@4.75 per doz. nom., some indicating the inside price asked. Packer wool pelts quoted \$1.70@1.75 per cwt. live lamb, with recent trading indicated by an outside packer at \$1.72 $\frac{1}{2}$ per cwt.

New York

PACKER HIDES.—One New York packer sold 3,000 Nov. butt branded steers at the steady price of 12c, which about cleaned up Nov. production in that market. Offerings of Dec. hides awaited.

CALFSKINS.—While no trading was reported this week by either collectors or packers, there is a fairly good interest in calfskins and recent quiet sales have kept producers in a well sold up position. Collectors' 4-5's quoted nominally around \$1.00, 5-7's \$1.25, 7-9's \$1.65@1.70, 9-12's \$2.55@2.60; packer 4-5's quoted around \$1.25, 5-7's \$1.55@1.60, 7-9's \$2.00 and 9-12's \$2.75, pending trading.

NEW YORK HIDE FUTURES

Saturday, Dec. 24, 1938.—Holiday.

Monday, Dec. 26, 1938.—Holiday.

Tuesday, Dec. 27, 1938.—Old contracts: Mar. 11.96 n; June 12.31 n; Sept. 12.46 n; Dec. (1939) 12.66 n; sale 1 lot. Closing 6 lower to 1 higher.

New: Mar. 12.82@12.85; June 13.24; Sept. 13.60 n; Dec. (1939) 13.95 n; sales

115 lots. Closing 3 lower to 4 higher.

Wednesday, Dec. 28, 1938.—Old contracts: Mar. 11.96 n; June 12.27 n; Sept. 12.42 n; sales 14 lots. Closing unchanged to 4 lower.

New: Mar. 12.86; June 13.17@13.19; Sept. 13.54 n; Dec. (1939) 13.89 n; sales 157 lots. Closing 4 higher to 7 lower.

Thursday, Dec. 29, 1938.—Old contracts: Mar. 12.08 n; June 12.42 n; Sept. 12.57 n; sales 16 lots. Closing 12@15 higher.

New: Mar. 13.00@13.02; June 13.32 @13.33; Sept. 13.65 n; Dec. (1939) 13.97 n; sales 290 lots. Closing 8@15 higher.

Friday, Dec. 30, 1938.—Old contracts: Mar. 12.01@12.08; June 12.39 n; Sept. 12.54 n; no sales. Closing 3@7 lower.

New: Mar. 12.96; June 13.29@13.30; Sept. 13.65 n; Dec. (1939), 13.97 n; sales 115 lots. The closing was unchanged to 4 lower.

CHICAGO HIDE FUTURES

Saturday, Dec. 24, 1938.—Holiday, no market.

Monday, Dec. 26, 1938.—Holiday, no market.

Tuesday, Dec. 27, 1938.—Close: Mar. 12.75; June 13.00; sales 6 lots. Closing 15 higher to 5 lower.

Wednesday, Dec. 28, 1938.—Close: Mar. 12.75 n; June 13.05; sale 4 lots. Closing unchanged to 5 higher.

Thursday, Dec. 29, 1938.—Close: Mar. 12.75 n; June 13.05 n; no sales. Closing unchanged.

Friday, Dec. 30, 1938.—Close: Mar. 12.95; June 13.20; sales 4 lots. Closing 15@20 higher.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Dec. 24, 1938, were 4,608,000 lbs., previous week, 5,772,000 lbs.; same week last year, 4,078,000 lbs.; from January 1 to Dec. 24 this year, 243,509,000 lbs.; for the same period one year ago, 233,733,000 lbs.

Shipments of hides from Chicago for the week ended Dec. 24, 1938, were 3,816,000 lbs.; previous week, 5,488,000 lbs.; same week last year, 3,966,000 lbs.; from Jan. 1 to Dec. 24, 1938, 228,500,000 lbs.; 1937 period, 245,280,000 lbs.

LIVERPOOL PROVISION PRICES

Prices of first quality product at Liverpool for the week ended December 8:

	Dec. 8, 1938.	Dec. 1, 1938.	Dec. 9, 1937.
	per cwt.	per cwt.	per cwt.
American green bellies...	\$15.47	\$15.22	Nominal
Danish Wiltshire sides...	19.93	18.37	\$21.27
Canadian green sides...	18.05	16.16	19.63
American short cut green hams	19.78	18.86	18.70
American refined lard...	9.50	9.45	12.05

Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions

Hog products were moderately active and weak the latter part of the week with liquidation, more liberal hog arrivals and lower hog prices. Lard registered new season's lows.

Cottonseed Oil

Cottonseed oil was weaker on liquidation with little hedging, following weakness in lard, with March and later oil months making new season's lows. Southeast and Valley crude sold at 6 1/4, off 1/2c; Texas quoted at 6 1/2@6 1/4c. Cash trade is still reported comparatively quiet.

Quotations on bleachable cottonseed oil at close of market on Friday were Jan. 7.35; March 7.47; May 7.57@7.59; June 7.67. Sales 152 lots. Closing steady.

Tallow

Extra tallow quoted at 5 1/2c lb., f.o.b.

Stearine

Stearine, 6 1/2c lb. sales, ex-plants.

Friday's Lard Markets

New York, December 30, 1938.—Prices are for export. Lard, prime western, \$7.25@7.35; middle western, \$7.25@7.35; city, 6 1/2@6 3/4c; refined continent, 7 1/2@7 3/4c; South America, 7 1/2@7 3/4c; Brazil kegs, 7 1/2@7 3/4c; shortening, 9 1/4c in carlots.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Dec. 30, 1938, with comparisons:

PACKER HIDES.			
	Week ended Dec. 30.	Prev. week.	Cor. week, 1937.
Hvy. nat. strs..12	@12 1/2	12 @12 1/2	@14 1/2
Hvy. Tex. strs..	@12	@12	@14
Hvy. butt brad'd strs.	@12	@12	@14
Hvy. Col. strs..	@11 1/2	@11 1/2	@13 1/2
Ex-light Tex. strs.	@11 1/2	11 @11 1/2	@10 1/2
Brnd'd cows ..	@11 1/2	11 @11 1/2	@10 1/2
Hvy. nat. cows ..	@11 1/2	@11	@11 1/2
Lt. nat. cows..	@12	@12	@11
Nat. bulls	8 1/2 @ 8 1/2	@ 8 1/2	10 @ 10 1/2
Brnd'd bulls ..	7 1/2 @ 7 1/2	@ 7 1/2	9 @ 9 1/2
Calfskins	18 @19 1/2	18 @19 1/2	14 @16
Kips, nat.	@15n	@15	@13
Kips, ov-wt.	@14n	@14	@12
Kips, brnd'd ..	@12 1/2	@12 1/2	@10 1/2
Slunks, reg. ...	@75	@75	@75
Slunks, hris. ...	35 @40	35 @40	35 @40

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts.	10 1/2 @11	10 1/2 @11	9 1/2 @10
Branded	10 @10 1/2	10 @10 1/2	9 @ 9 1/2
Nat. bulls	6 1/2 @ 7	6 1/2 @ 7	5 @ 5 1/2
Brnd'd bulls ..	5 1/2 @ 6	5 1/2 @ 6	7 @ 7 1/2
Calfskins	15 @16 1/2	15 @16 1/2	13 1/2 @15
Kips	13 @13 1/2	13 @13 1/2	12 @12 1/2
Slunks, reg. ...	@70n	@70n	@65
Slunks, hris. ...	@30n	@30n	@35n

COUNTRY HIDES.

Hvy. steers ...	@ 8n	@ 7 1/2n	8 1/2 @ 8 1/2
Hvy. cows	@ 8n	@ 7 1/2n	8 1/2 @ 8 1/2
Butts	@ 9	8 1/2 @ 9	8 1/2 @ 9
Extremes	10 1/2 @11	@10 1/2	9 1/2 @10
Bulls	6 @ 6 1/2	@ 6	6 1/2 @ 6 1/2
Calfskins	11 @11 1/2	@11n	10 @10 1/2
Kips	10 @10 1/2	10 @10 1/2	9 1/2 @10
Horsehides	2.50@3.30	2.50@3.20	2.25@3.40

SHEEPSKINS.

Pkr. shearlgs..70	@75	70 @75	65 @75
Dry pelts ....14	@14 1/2	14 @14 1/2	11 @12n

BRITISH PROVISION MARKETS

Liverpool, December 28, 1938.—General provision market steady but firm; lard improving, and fair demand for hams.

Friday's prices were: Hams, American cut, 96s; Canadian hams (A.C.) exhausted; short backs, unquoted; bellies, English, 73s; Wiltshires, 79s; Cumberlands, 69s; Canadian Wiltshires, 82s; Can. Cumberlands, 91s; spot lard, 44s 6d.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to December 30, 1938: To the United Kingdom, 117,517 quarters; to the Continent, 14,192. Last week Argentine beef exports to United Kingdom were 115,110 quarters; to the Continent, 50,681.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended December 30, 1938, totaled 1,732,772 lbs. lard and 310,500 lbs. bacon.

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Name

Street

City

Live Stock Markets

WEEKLY REVIEW

Alter Livestock Reports

Beginning January 2, livestock market news reports of the Bureau of Agricultural Economics will include only "salable supplies" in their livestock receipt data for public stockyards markets, the Bureau announced this week. Livestock shipments direct to packers and through-billed shipments unloaded exclusively for feed, water, rest or inspection will not be included in the bureau's future reports.

The new system of reporting will eliminate the direct and in-transit livestock shipments, except that in-transit livestock unloaded at public markets will be included if the privilege of sale is extended to them.

Under the new plan, daily receipt data for the various markets will be placed on an entirely uniform basis with respect to both the proportion of total unloads that figure in the receipts and the observance of a uniform hour for the counting of total receipts for the day. All daily livestock receipt data released will be determined on the basis of salable supplies, including advance estimates of receipts for the following day, the early morning estimates of receipts for the current day, and the daily totals of actual receipts.

The new basis for compiling and releasing daily receipt data will be made effective at all public markets affiliated with the American Stockyards Association, the membership of which includes all of the major and a large number of the smaller public stockyards. The change has been indorsed by the directors of the association.

The Bureau maintains livestock market reporting offices at Baltimore; Boston (Brighton market); Buffalo; Casper, Wyo.; Chicago; Cincinnati; Denver; Des Moines; Fort Worth; Houston; Indianapolis; Kansas City; Los Angeles; Louisville; Montgomery; Nashville; National Stock Yards, Ill.;

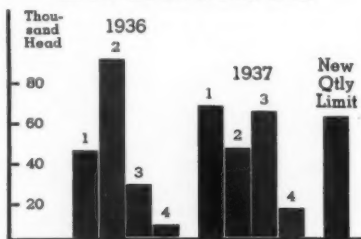
New York (Jersey City Market); North Portland, Ore.; Ogden (including North Salt Lake; Oklahoma City; Omaha; Pittsburgh; San Antonio; San Francisco; Sioux City; St. Joseph; So. St. Paul; Thomasville, Ga.; and Wichita.

RESTRICT MEXICAN EXPORTS

Reports come from Mexico of an embargo on the export of Mexican cattle to the United States. This is placed by the Mexican department of economy in the belief that continued shipment of cattle will result in a meat shortage in that country. There has been a heavy influx of cattle into the Texas ranch country since the reciprocal trade agreement went into effect two years ago. More than 75,000 head of cattle, mostly calves and feeders, have passed through El Paso from Mexico in the last year with shipments becoming increasingly heavy recently.

NEW CATTLE IMPORT QUOTA

(Imports 700-lb. and up cattle by quarters in 1936 and 1937 and new quarterly limit.)



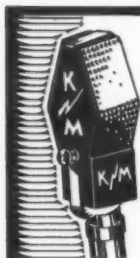
While total quota on 700-lb. and heavier cattle imported into the United States under reduced duty was raised from 156,000 to 225,000 head under new trade pact with Canada, a quarterly limit of 60,000 head was established for such imports.

FED LAMB PROSPECTS

As many, if not more, lambs will be fed in the Corn Belt states this season as last. A considerable reduction in feeding in the Western states, however, will keep the total number fed below that of last season, the Bureau of Agricultural Economics reported on December 1.

Change in the Corn Belt situation resulted from a relatively heavy movement of feeder lambs into these states in November, both from stockyards markets and direct, and a very heavy direct movement in the last half of October. Shipments through stockyards markets into the Corn Belt in November were more than one-third larger this year than last and were the largest for the month in 6 years. Records of direct shipments for a number of important Corn Belt states give a total of directs for the 5 months somewhat larger this year than last. Texas shows a much larger number of sheep billed to country points in the Corn Belt for the 4 months, July through October, this year than last and a continuing heavy movement.

Indications early in December were that lamb feeding in the Eastern Corn Belt would be in about the same volume this year as last, with increases in Ohio and Illinois offsetting decreases in other states. Feeding in the Western Corn Belt seems to be on a larger scale this year than last, including in the total the wheat field lambs in Kansas and Nebraska. Increased feeding seems probable in Iowa, Missouri and Kansas, with little change in Minnesota and a decrease in South Dakota. In Nebraska a reduction of 25 per cent in the total in the Scottsbluff area probably will be largely, but not wholly, offset by increases elsewhere. Reports from Western states indicate that the number of lambs in feed lots about December 1 was considerably smaller this year than on the like date last year.



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CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., December 29, 1938.—At 20 concentration points and 10 packing plants in Iowa and Minnesota hog trade opened on a higher basis this week, but receipts Thursday were extremely heavy and the market turned sharply downward to more than erase the early advance. Prices on butcher hogs Thursday closed mostly 10¢ to 20¢ lower than last Saturday, with instances 25¢ to as much as 40¢ off. Packing hogs finished 15¢ to 35¢ down.

Thursday's sales of good to choice 180-220-lb. butchers ranged from \$6.75 to \$7.05, with \$7.10 paid sparingly. Averages of 220-250-lb. realized \$6.60 to \$6.95; 250-290-lb., \$6.30 to \$6.70, few \$6.80; 290-350-lb., \$6.05 to \$6.50; 160-180-lb., \$6.50 to \$6.95; good packing hogs 350-lb. down, \$6.00 to \$6.30, few \$6.35; 350-425-lb., \$5.90 to \$6.20; 425-550-lb., \$5.70 to \$6.10.

Receipts at concentration points and plants for week ended Dec. 29:

	This week.	Last week.
Friday, Dec. 23.....	55,200	53,400
Saturday, Dec. 24.....	33,500	41,400
Monday, Dec. 26.....	Holiday	49,000
Tuesday, Dec. 27.....	35,400	63,900
Wednesday, Dec. 28.....	47,900	41,300
Thursday, Dec. 29.....	69,300	33,900

CANADIAN LIVESTOCK PRICES

STEERS.			
Top Prices	Week ended Dec. 22.	Last week.	Same week 1937.
Toronto.....	\$ 7.50	\$ 7.00	\$ 8.00
Montreal.....	7.00	6.50	6.50
Winnipeg.....	6.25	7.00	6.50
Calgary.....	5.50	5.75	5.00
Edmonton.....	5.50	6.00	5.50
Prince Albert.....	4.90	4.85	4.00
Moose Jaw.....	4.75	5.25	5.50
Saskatoon.....	5.50	6.00	5.25
Regina.....	6.00	5.25	....
VEAL CALVES.			
Toronto.....	\$10.50	\$10.50	\$10.50
Montreal.....	10.50	10.50	10.00
Winnipeg.....	8.50	9.00	9.00
Calgary.....	6.50	6.50	5.50
Edmonton.....	7.00	7.00	7.00
Prince Albert.....	5.50	6.50	4.50
Moose Jaw.....	6.00	6.00	6.00
Saskatoon.....	7.50	7.50	6.00
Regina.....	7.50	7.50	....
BACON HOGS.			
Toronto.....	\$ 9.40	\$ 9.00	\$ 8.40
Montreal.....	9.30	9.25	8.75
Winnipeg.....	8.65	8.75	8.00
Calgary.....	8.00	8.15	7.75
Edmonton.....	8.20	8.10	7.75
Prince Albert.....	8.40	8.50	7.75
Moose Jaw.....	8.30	8.60	7.85
Saskatoon.....	8.40	8.50	7.75
Regina.....	8.50	8.60	....
* Montreal and Winnipeg hogs sold on "fed and watered" basis. All others "off trucks."			
GOOD LAMBS.			
Toronto.....	\$ 9.50	\$10.75	\$ 9.00
Montreal.....	9.00	9.00	8.00
Winnipeg.....	8.25	8.25	6.75
Calgary.....	7.25	7.25	6.25
Edmonton.....	7.50	7.25	6.25
Prince Albert.....	6.00	6.75	5.50
Moose Jaw.....	6.75	7.00	6.00
Saskatoon.....	7.50	7.50	6.25
Regina.....	7.50	7.50	....

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by the principal packers for the first three days this week were 19,631 cattle, 3,017 calves, 44,194 hogs and 36,612 sheep.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, December 29, 1938, as reported by the U. S. Bureau of Agricultural Economics:

	CHICAGO.	NAT. STK. YDS.	OMAHA.	KANS. CITY.	ST. PAUL.
Hogs (soft & oily not quoted).					
BARROWS AND GILTS:					
Good-choice:					
140-160 lbs.	\$ 7.55@ 7.80	\$ 7.50@ 7.75	\$ 7.20@ 7.30	\$ 7.20@ 7.40	\$ 7.35@ 7.40
160-180 lbs.	7.05@ 7.85	7.70@ 7.90	7.20@ 7.30	7.20@ 7.40	7.25@ 7.40
180-200 lbs.	7.00@ 7.80	7.65@ 7.85	7.15@ 7.30	7.20@ 7.40	7.00@ 7.80
200-220 lbs.	7.45@ 7.75	7.60@ 7.75	7.10@ 7.30	7.15@ 7.40	6.85@ 7.05
220-250 lbs.	7.20@ 7.60	7.25@ 7.60	6.90@ 7.20	7.00@ 7.35	6.55@ 6.90
250-280 lbs.	7.10@ 7.30	6.85@ 7.35	6.75@ 7.00	6.80@ 7.10	6.40@ 6.55
280-350 lbs.	6.90@ 7.10	6.65@ 6.90	6.50@ 6.80	6.60@ 6.90	6.30@ 6.40
Medium:					
140-160 lbs.	7.30@ 7.65	7.25@ 7.60	.....	.....	7.15@ 7.35
160-180 lbs.	7.25@ 7.60	7.25@ 7.60	7.00@ 7.20	.....	7.00@ 7.25
180-200 lbs.	7.20@ 7.45	7.25@ 7.60	7.00@ 7.15	.....	6.85@ 7.00
PACKING SOWS:					
Good:					
275-350 lbs.	6.50@ 6.70	6.20@ 6.40	6.15@ 6.30	6.15@ 6.40	6.05 only
350-425 lbs.	6.40@ 6.55	6.00@ 6.20	6.15@ 6.25	6.10@ 6.25	6.05 only
425-550 lbs.	6.20@ 6.50	5.85@ 6.20	6.00@ 6.15	6.00@ 6.15	6.05 only
Medium:					
275-550 lbs.	6.00@ 6.40	5.75@ 6.30	5.75@ 6.15	5.75@ 6.15	6.00 only
PIGS (Slaughter):					
Good-choice, 100-140 lbs.	7.15@ 7.60	7.25@ 7.50	.....	.....	7.50@ 8.25
Medium, 100-140 lbs.	6.75@ 7.35	6.50@ 7.40	.....	.....	.....
Slaughter Cattle, Vealers, and Calves:					
STEERS, choice:					
750-900 lbs.	11.00@12.25	10.00@11.50	10.50@11.75	10.25@12.00	10.25@11.75
900-1100 lbs.	11.30@13.00	10.50@12.00	11.00@12.50	10.50@12.00	10.50@12.00
1100-1300 lbs.	11.75@13.25	10.75@12.25	11.25@12.75	10.75@12.25	10.50@12.00
1300-1500 lbs.	11.75@13.25	10.75@12.75	11.25@12.75	.....	10.50@12.00
STEERS, good:					
750-900 lbs.	9.25@11.50	8.50@10.50	9.00@11.00	8.50@10.50	8.75@10.25
900-1100 lbs.	9.75@11.75	8.75@10.75	9.25@11.25	8.75@10.75	9.00@10.50
1100-1300 lbs.	9.75@11.75	9.00@10.75	9.50@11.25	9.00@11.00	9.00@10.50
1300-1500 lbs.	9.75@12.00	9.00@10.75	9.50@11.25	9.00@11.00	9.00@10.50
STEERS, medium:					
750-1100 lbs.	7.50@ 9.75	7.50@ 8.75	7.50@ 9.50	7.25@ 9.00	7.25@ 9.00
1100-1300 lbs.	8.00@ 9.75	7.75@ 9.00	7.75@ 9.50	7.75@ 9.00	7.50@ 9.00
STEERS, common (plain):					
750-1100 lbs.	6.75@ 8.00	6.75@ 7.75	6.50@ 7.75	6.75@ 7.75	6.50@ 7.50
STEERS AND HEIFERS:					
Choice, 550-750 lbs.	10.50@12.00	9.75@11.00	9.50@10.75	9.75@10.75	9.50@11.25
Good, 550-750 lbs.	9.00@10.50	8.25@ 9.75	8.00@ 9.50	8.00@ 9.75	8.25@10.25
HEIFERS:					
Choice, 750-900 lbs.	10.25@11.75	9.50@10.75	9.50@10.50	9.75@10.75	9.50@10.50
Good, 750-900 lbs.	9.00@10.50	8.25@ 9.50	8.25@ 9.50	8.00@ 9.75	8.25@ 9.50
Medium, 550-900 lbs.	8.00@ 9.00	7.25@ 8.25	7.00@ 8.25	7.75@ 8.00	7.00@ 8.25
Common (plain), 550-900 lbs.	6.25@ 8.00	6.25@ 7.25	5.75@ 7.00	5.75@ 6.75	5.75@ 7.00
COWS, all weights:					
Choice.....	7.25@ 8.00	.....	.....	.....	.....
Good.....	6.75@ 7.25	6.50@ 7.25	6.00@ 7.00	6.25@ 7.00	6.25@ 6.75
Medium.....	6.00@ 6.50	5.75@ 6.50	5.50@ 6.00	5.50@ 6.25	5.75@ 6.25
Common (plain).....	5.50@ 6.00	5.00@ 5.75	5.25@ 5.50	5.25@ 5.50	5.25@ 5.75
Low cutter and cutter.....	4.25@ 5.50	3.50@ 5.00	4.00@ 5.25	3.75@ 5.25	3.50@ 5.25
BULLS (Ylgs. Excl.), all weights:					
Good.....	6.75@ 7.50	6.75@ 7.25	6.50@ 7.25	6.40@ 6.65	6.50@ 7.00
Medium.....	6.75@ 7.25	6.00@ 7.00	6.25@ 6.75	5.75@ 6.40	6.00@ 6.75
Cutter and common (plain).....	5.75@ 6.75	5.00@ 6.00	5.50@ 6.25	5.00@ 5.75	5.00@ 6.00
VEALERS, all weights:					
Choice.....	10.00@11.50	12.25	8.00@ 9.00	10.00@10.50	9.50@10.50
Good.....	9.00@10.00	11.00@12.25	7.00@ 8.00	8.50@10.00	8.00@ 9.50
Medium.....	7.75@ 8.00	8.75@11.00	6.00@ 7.00	7.00@ 8.50	7.00@ 8.50
Cull and common (plain).....	6.00@ 7.75	5.50@ 9.75	5.00@ 6.00	5.50@ 7.00	5.00@ 7.50
CALVES, 250-400 lbs.:					
Choice.....	7.00@ 7.50	7.75@ 8.75	7.00@ 8.00	8.50@ 9.25	8.00@ 9.00
Good.....	6.00@ 7.00	7.00@ 7.75	6.00@ 7.00	7.50@ 8.50	7.00@ 8.00
Medium.....	5.50@ 6.00	6.00@ 7.00	5.50@ 6.00	6.50@ 7.50	6.00@ 7.00
Common (plain).....	5.00@ 5.50	4.50@ 6.00	5.00@ 5.50	5.25@ 6.50	5.00@ 6.00
Slaughter Lambs and Sheep:					
LAMBS:					
Choice.....	9.00@ 9.15	9.00@ 9.25	8.65@ 9.00	8.50@ 8.85	8.60@ 8.75
Good.....	8.50@ 9.00	8.25@ 9.00	8.00@ 8.65	8.00@ 8.50	8.00@ 8.60
Medium.....	6.75@ 8.50	7.00@ 8.25	6.75@ 8.00	7.00@ 8.00	7.00@ 8.25
Common (plain).....	5.00@ 6.75	5.75@ 7.00	5.75@ 6.75	6.00@ 7.00	6.00@ 7.00
YEARLING WETHERS:					
Good-choice.....	6.60@ 7.75	.....	6.50@ 7.75	6.75@ 7.75	6.50@ 7.50
Medium.....	5.25@ 6.60	.....	5.50@ 6.50	5.50@ 6.75	5.50@ 6.50
EWES:					
Good-choice.....	3.85@ 4.35	3.25@ 4.00	3.50@ 4.15	3.25@ 4.00	3.50@ 4.10
Common (plain) & medium.....	2.00@ 3.85	2.00@ 3.25	2.00@ 3.50	2.00@ 3.25	2.00@ 3.50

(*)Quotations based on animals of current seasonal market weights and wool growth.

NEW YORK LIVESTOCK

Receipts week ended December 24:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City.....	3,816	10,046	6,322	31,078
Central Union.....	1,775	1,041	1	8,201
New York.....	187	1,798	23,856	6,474
Total.....	5,778	12,882	30,179	45,753
Last week.....	6,368	11,223	23,336	45,566
Two weeks ago.....	7,147	14,706	22,727	36,064

PACIFIC COAST LIVESTOCK

Receipts five days ended Dec. 23.

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles.....	4,958	1,570	1,332	1,536
San Francisco.....	780	55	1,123	2,400
Portland.....	2,295	285	5,060	1,955
DIRECTS—Los Angeles: Cattle, 39 cars; calves, 4 cars; hogs, 121 cars; sheep, 61 cars. San Francisco: Cattle, 50 head; calves, 20 head; hogs, 2,750 head; sheep, 900 head. Portland: Hogs, 2,019.				

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday December 24, 1938, as reported to The National Provisioner:

CHICAGO.

Armour and Company, 1,308 hogs; Swift & Company, 1,273 hogs; Wilson & Co., 5,049 hogs; Western Packing Co., Inc., 1,795 hogs; Agar Packing Co., 6,853 hogs; Shippers, 9,221 cattle, 25,288 hogs, 11,365 sheep; Others, 27,813 hogs.

Total: 28,934 cattle; 4,886 calves; 69,350 hogs; 41,508 sheep.

Not including 1,024 cattle, 811 calves, 37,583 hogs and 2,413 sheep bought direct.

KANSAS CITY.

Armour and Company 2,708 963 1,378 5,663
Cudahy Pkg. Co. 1,333 515 777 2,922
Swift & Company 1,602 522 1,131 4,813
Wilson & Co. 1,328 569 816 2,833
Kornblum Pkg. Co. 715 2
Others 3,778 76 1,128 2,172

Total 11,464 2,631 5,210 17,803

Not including 28,384 hogs bought direct.

OMAHA.

Armour and Company 4,505 3,740 8,267
Cudahy Pkg. Co. 2,684 3,155 6,844
Swift & Company 3,947 2,823 6,070
Wilson & Co. 854 2,896
Others 13,867
Cattle and calves: Eagle Pkg. Co., 19; Greater Omaha Pkg. Co., 138; Geo. Hoffmann, 20; Lewis Pkg. Co., 670; Nebraska Beef Co., 504; Omaha Pkg. Co., 173; John Roth & Son, 88; South Omaha Pkg. Co., 166; Lincoln Pkg. Co., 270.

Total: 14,080 cattle and calves; 26,471 hogs; 29,981 sheep.

Not including 21,976 hogs bought direct.

EAST ST. LOUIS.

Armour and Company 2,193 1,042 1,367 3,886
Swift & Company 2,234 942 1,220 3,295
Hunter Pkg. Co. 1,059 294 1,627 894
Shippers 4,158 3,962 17,365 3,290
Others 2,787 176 14,470 5,550

Total 12,431 6,416 36,049 11,915

Not including 1,157 cattle, 2,758 calves, 42,479 hogs, and 2,201 sheep bought direct.

ST. JOSEPH.

Swift & Company 1,404 322 5,000 9,593
Armour and Company 1,605 294 4,694 4,429
Others 1,118 251 2,506 1,846

Total 4,187 867 12,800 15,868

Not including 2,505 hogs bought direct.

SIoux CITY.

Cudahy Pkg. Co. 1,972 97 6,015 5,136
Armour and Company 2,377 100 6,201 5,079
Swift & Company 1,231
Shippers 2,354 169 7,941 3,203
Others 286 13 54
Total 8,250 379 21,497 13,420

OKLAHOMA CITY.

Armour and Company 1,866 764 1,518 1,324
Wilson & Co. 1,869 831 1,640 1,249
Others 273 86 1,055 2

Total 4,008 1,631 4,219 2,575

Not including 27 cattle and 664 hogs bought direct.

WICHITA.

Cudahy Pkg. Co. 1,335 896 1,185 4,088
Dold Pkg. Co. 623 61 522
Wichita D. B. Co. 6
Dunn-Giering 59
Fred W. Dold 110
Sunflower Pkg. Co. 37
Pioneer Cattle Co. 15
Keefe Pkg. Co. 17
Total 2,202 957 2,257 4,088

DENVER.

Armour and Company 399 78 1,240 4,683
Swift & Company 557 70 1,370 4,381
Cudahy Pkg. Co. 516 66 908 1,351
Others 882 254 916 1,427

Total 2,334 408 4,438 11,842

FT. WORTH.

Armour and Company 1,733 867 1,867 1,573
Swift & Company 1,575 1,076 1,431 1,714
City Packing Co. 215 76 322
Blue Bonnet Pkg. Co. 92 25 376
Rosenthal Pkg. Co. 53 5 39
Total 3,668 2,052 4,035 5,287

ST. PAUL.

Armour and Company 1,673 2,766 14,264 4,866
Cudahy Pkg. Co. 721 1,364
Swift & Company 2,728 3,449 15,288 8,126
United Pkg. Co. 1,735 303
Rifkin Pkg. Co. 454 30
Others 1,426 744
Total 8,787 8,656 29,552 12,922

Not including 52 cattle, 187 calves, 11,907 hogs and 389 sheep bought direct.

MILWAUKEE.

Plankinton Pkg. Co. 1,677 5,208 9,704 920
Armour and Company,
Milw. 772 2,578
Shippers 135 18 41 125
Others 695 600 58 325
Total 3,279 8,402 9,803 1,379

INDIANAPOLIS.

Kingan & Co. 1,257 384 8,292 1,836
Armour and Company 696 281 1,754
Hilgenauer and Company, 8
Stumpf Bros. 110
Meier Pkg. Co. 72 3 251
Wahlitz and Deters. 29 105 224 24
Stark & Wetzel 136 87 365 4
Maass Hartman Co. 33 14
Shippers 2,511 1,295 11,457 7,288
Others 607 167 170 31
Total 5,349 2,296 23,431 9,183

CINCINNATI.

S. W. Gall's Sons 16
E. Kahn's Sons Co. 358 172 5,832 368
Lohrey Packing Co. 2
H. H. Meyer Pkg. Co. 17
J. Schachter's Sons 163 105
J. & F. Schroth P. Co. 26
J. F. Stegner Co. 219 280
Shippers 271 176 1,388
Others 1,348 564 365 208
Total 2,344 1,313 12,357 880

Not including 874 cattle, 4,207 hogs and 918 sheep bought direct.

RECAPITULATION.

CATTLE.

	Week ended Dec. 24.	Prev. week.	Cur. week.
Chicago	28,934	34,908	29,929
Kansas City	11,464	11,452	14,702
Omaha	14,080	13,517	12,842
East St. Louis	12,431	14,185	19,719
St. Joseph	4,187	3,977	4,734
Sioux City	8,250	6,452	8,056
Okla. City	4,008	3,464	5,250
Wichita	2,202	2,608	2,413
Denver	2,334	3,350	3,010
St. Paul	8,787	8,824	8,460
Milwaukee	3,279	4,081	3,496
Indianapolis	5,349	5,424	3,780
Cincinnati	2,344	2,854	2,022
Ft. Worth	3,668	4,743	6,151
Total	111,267	119,849	115,364

*Cattle and calves.

HOGS.

	Week ended Dec. 24.	Prev. week.	Cur. week.
Chicago	69,350	85,336	52,630
Kansas City	5,210	7,470	7,090
Omaha	26,471	36,448	26,202
East St. Louis	36,049	47,195	42,908
St. Joseph	12,869	16,667	10,653
Sioux City	21,497	27,587	25,892
Okla. City	4,219	4,374	3,764
Wichita	2,257	2,838	1,806
Denver	4,438	6,109	5,553
St. Paul	29,552	46,063	36,906
Milwaukee	9,803	14,180	7,585
Indianapolis	23,431	37,674	23,305
Cincinnati	12,357	14,537	10,951
Ft. Worth	4,035	5,522	2,856
Total	261,478	352,502	255,003

SHEEP.

	Week ended Dec. 24.	Prev. week.	Cur. week.
Chicago	41,508	42,915	41,192
Kansas City	17,803	16,636	10,036
Omaha	20,981	12,954	18,843
East St. Louis	11,915	14,887	9,284
St. Joseph	15,868	14,135	9,470
Sioux City	13,420	10,005	12,379
Okla. City	2,575	2,816	2,243
Wichita	4,088	3,023	2,250
Denver	11,842	11,966	2,474
St. Paul	12,922	9,926	14,020
Milwaukee	1,379	2,052	861
Indianapolis	9,183	10,815	7,590
Cincinnati	880	1,582	1,431
Ft. Worth	3,287	5,706	2,748
Total	167,651	159,408	134,760

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 19	7,337	1,901	16,337	7,980
Tues., Dec. 20	6,686	1,257	27,542	13,448
Wed., Dec. 21	9,442	1,128	21,101	4,570
Thurs., Dec. 22	4,716	947	18,789	6,311
Fri., Dec. 23	983	277	15,387	6,474
Sat., Dec. 24	100	100	5,000	2,000
Total this week	29,264	5,610	104,166	41,383
Previous week	36,904	6,287	127,326	47,327
Year ago	27,388	6,683	87,412	37,389
Two years ago	30,392	5,463	89,929	36,067

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 19	2,138	157	4,485	2,120
Tues., Dec. 20	2,429	248	5,451	3,486
Wed., Dec. 21	2,563	72	4,509	644
Thurs., Dec. 22	1,646	22	4,116	1,367
Fri., Dec. 23	876	133	5,004	3,468
Sat., Dec. 24	100	100	200	500
Total this week	9,752	632	23,765	11,555
Previous week	12,342	712	19,011	16,549
Year ago	8,148	595	17,551	9,845
Two years ago	9,971	997	19,552	4,836

DECEMBER AND YEAR RECEIPTS.

Receipts thus far this month and 1938 to date with comparisons:

	December 1938.	1937.	1938.	Year 1937.
Cattle	99,236	131,051	1,854,699	1,946,753
Calves	19,900	21,933	320,913	381,110
Hogs	341,468	425,496	4,076,431	3,867,283
Sheep	139,507	173,577	2,507,650	2,458,226

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Dec. 24	\$10.65	\$7.25	\$3.50	\$9.00
*Previous week	10.10	7.15	3.50	8.85
1937	9.00	7.06	3.35	9.00
1936	10.50	10.15	3.75	9.00
1935	10.05	9.70	4.50	11.50
1934	8.15	6.55	3.10	8.50
1933	5.25	3.80	2.75	7.40
Av. 1933-1937	\$8.60	\$7.65	\$3.50	\$9.05

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended Dec. 24	19,512	80,401	29,828
*Previous week	24,534	108,461	33,732
1937	19,182	68,776	28,422
1936	20,411	69,384	31,231
1935	23,624	62,860	37,457
1934	20,268	63,761	38,616

HOG RECEIPTS, WEIGHTS AND PRICES.

	No. rec'd.	Av. wt. lbs.	Prices—Top.	Prices—Av.
*Week ended Dec. 24	104,200	245	\$8.00	\$7.25
Previous week	127,826	245	7.50	7.15
1937	87,412	232	8.90	7.90
1936	88,806	227	10.45	10.15
1935	82,712	231	10.20	9.75
1934	77,887	218	7.25	6.85
1933	144,502	226	3.35	3.80
Av. 1933-1937	96,300	226	\$8.05	\$7.60

*Receipts and average weight for week ending Dec. 24, 1938, estimated.

CHICAGO HOG SLAUGHTERS.

Hog slaughters at Chicago under federal inspection for week ending Friday, Dec. 23, 1938:

	Week ending Dec. 23.	Previous week.	Year ago.
1938	108,479	120,444	130,353
1937	110,353	116,637	

CHICAGO HOG PURCHASES.

Supplies of hogs purchased by Chicago packers and shippers week ended Thursday, December 29.

	Week ended Dec. 29.	Prev. week.
Packers' purchases	46,143	47,877
Direct to packers	26,788	39,245
Shippers' purchases	25,375	24,054
Total	98,306	111,176

PLENTY OF GRAIN FEED

Final estimates of the U. S. Department of Agriculture place the 1938 corn crop of the United States at 2,542,238,000 bu. The total wheat crop was estimated at 930,801,000 bu. Both crops are above average and indicate two years of big grain feed supplies, as a fair percentage of the wheat crop is also fed to livestock. The oats crop totaled 1,053,839,000 bu.

Ask THE NATIONAL PROVISIONER for "Air Conditioning" — An information service for the meat processor.

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended December 24, 1938.

CATTLE.

	Week ended Dec. 24.	Prev. week.	Cor. week, 1937.
Chicago	20,037	23,467	21,034
Kansas City	14,085	14,818	18,733
Omaha	13,605	12,507	11,341
East St. Louis	8,319	8,723	8,335
St. Joseph	4,102	4,140	5,246
Sioux City	6,113	4,347	6,310
Wichita	3,159	3,486	3,444
Fort Worth	5,720	6,898	6,151
Philadelphia	1,872	1,831	1,637
Indianapolis	1,432	1,373	955
New York & Jersey City	7,880	8,362	8,836
Oklahoma City	5,666	5,312	8,883
Cincinnati	2,748	3,637	2,359
Denver	3,175	3,925	3,905
St. Paul	7,311	8,824	8,180
Milwaukee	3,127	3,706	3,378
Total	108,398	115,476	116,427

*Cattle and calves.

HOGS.

	Week ended Dec. 24.	Prev. week.	Cor. week, 1937.
Chicago	108,479	120,444	110,353
Kansas City	42,441	37,281	35,716
Omaha	48,524	42,388	36,985
East St. Louis	69,602	81,215	54,090
St. Joseph	14,785	18,280	14,715
Sioux City	32,283	30,064	37,747
Wichita	2,257	4,856	4,113
Fort Worth	4,035	5,522	2,956
Philadelphia	17,392	17,094	12,000
Indianapolis	13,981	23,981	8,653
New York & Jersey City	59,808	48,964	55,293
Oklahoma City	4,883	5,180	5,235
Cincinnati	14,764	13,659	10,608
Denver	6,621	6,332	4,533
St. Paul	56,920	63,581	52,540
Milwaukee	9,481	13,832	7,414
Total	504,268	524,482	453,031

SHEEP.

	Week ended Dec. 24.	Prev. week.	Cor. week, 1937.
Chicago	32,556	36,782	32,835
Kansas City	17,903	16,636	10,036
Omaha	20,398	13,520	13,886
East St. Louis	8,625	10,847	8,764
St. Joseph	14,022	12,026	9,470
Sioux City	10,171	7,182	13,290
Wichita	4,088	3,023	3,299
Fort Worth	3,287	5,706	2,748
Philadelphia	3,077	3,485	5,353
Indianapolis	2,772	2,764	1,934
New York & Jersey City	56,602	59,040	48,349
Oklahoma City	2,575	2,816	2,243
Cincinnati	1,707	1,292	4,481
Denver	5,504	4,054	2,474
St. Paul	12,992	9,926	12,350
Milwaukee	1,144	1,484	859
Total	197,383	190,583	172,980

RECEIPTS AT CHIEF CENTERS

Week ended December 24, 1938.

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Dec. 24.	155,000	287,000	280,000
Previous week	188,000	477,000	232,000
1937	146,000	334,000	179,000
1936	149,000	327,000	194,000
1935	152,000	279,000	207,000

	Cattle.	Hogs.	Sheep.
At 11 markets:			
Week ended Dec. 24.	125,000	355,000	152,000
Previous week	125,000	355,000	152,000
1937	125,000	355,000	152,000
1936	125,000	355,000	152,000
1935	125,000	355,000	152,000
1934	125,000	355,000	152,000

	Cattle.	Hogs.	Sheep.
At 7 markets:			
Week ended Dec. 24.	106,000	287,000	161,000
Previous week	125,000	355,000	152,000
1937	96,000	247,000	117,000
1936	101,000	235,000	122,000
1935	106,000	175,000	128,000
1934	95,000	326,000	109,000

U. S. INSPECTED HOG KILL

At 8 points for the week ended December 23, 1938, compared:

	Week ended Dec. 23.	Prev. week.	Cor. week, 1937.
Chicago	108,479	120,444	110,353
Kansas City, Kansas	42,441	37,281	35,716
Omaha	48,524	42,388	36,985
St. Louis & East St. Louis	89,602	81,215	54,090
Sioux City	32,283	30,064	37,747
St. Joseph	14,785	18,280	14,715
St. Paul	56,920	63,581	52,540
N. Y., Newark and J. C.	40,052	47,991	55,293
Total	413,088	443,144	397,439

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS.

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending December 24, 1938.	8,862½	2,046	2,230
Week previous	9,671	2,568	2,693
Same week year ago	7,373	2,116	2,955
COWS, carcass			
Week ending December 24, 1938.	1,532	1,603	2,617
Week previous	1,604	1,612	2,757
Same week year ago	1,604	1,387	2,434
BULLS, carcass			
Week ending December 24, 1938.	307	361	26
Week previous	329	304	39
Same week year ago	256	303	23
VEAL, carcass			
Week ending December 24, 1938.	10,593	1,555	707
Week previous	9,952	1,840	642
Same week year ago	7,218	1,237	503
LAMB, carcass			
Week ending December 24, 1938.	38,541	11,921	12,519
Week previous	37,130	15,513	14,144
Same week year ago	30,521	10,151	12,492
MUTTON, carcass			
Week ending December 24, 1938.	1,618	446	558
Week previous	1,772	390	1,108
Same week year ago	2,735	1,184	628
PORK CUTS, lbs.			
Week ending December 24, 1938.	2,920,233	483,921	299,992
Week previous	2,619,829	658,710	362,836
Same week year ago	2,378,554	593,754	325,026
BEEF CUTS, lbs.			
Week ending December 24, 1938.	690,519	...	...
Week previous	729,903	...	...
Same week year ago	419,623	...	...

LOCAL SLAUGHTERS.

	NEW YORK.	PHILA.	BOSTON.
CATTLE, head			
Week ending December 24, 1938.	7,880	1,872	...
Week previous	8,362	1,831	...
Same week year ago	6,836	1,037	...
CALVES, head			
Week ending December 24, 1938.	13,979	1,946	...
Week previous	14,098	2,163	...
Same week year ago	13,662	2,604	...
HOGS, head			
Week ending December 24, 1938.	59,808	17,892	...
Week previous	48,964	17,994	...
Same week year ago	47,695	12,000	...
SHEEP, head			
Week ending December 24, 1938.	56,602	3,077	...
Week previous	59,040	3,485	...
Same week year ago	48,349	5,953	...

INDUSTRIAL EMPLOYMENT SERVICE

The National Industrial Advertisers Association, 100 East Ohio st., Chicago, has decided to continue as a permanent activity the free employment service it inaugurated on an experimental basis last year. Companies seeking men for positions requiring knowledge and experience in the fields of industrial advertising, marketing, sales promotion, research or publishing are invited to take advantage of this service. Such inquiries, directed to the headquarters office of the association, will be forwarded to the chapter of the association in the area from which the inquiry originates.

The association now has seventeen such chapters located in the principal industrial areas, with a total membership of over 1,200. The headquarters office maintains duplicates of all applications for positions received from its chapters, and in cases of inquiries from non-chapter areas, will supply the inquirer direct with names and information concerning applicants who appear to have the necessary qualifications.

Individuals seeking positions in the fields mentioned are also invited to avail themselves of this service. Requests for application forms may be addressed to the headquarters office or to an officer of the nearest chapter. An employment service committee has been appointed

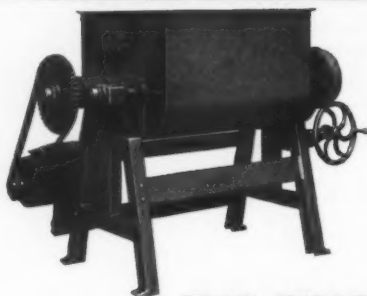
in each chapter of the association to facilitate the work of establishing contact between those having positions to fill and men who are qualified to fill them.

FEWER FEEDERS SHIPPED

Fewer feeder steers were shipped back to the country from the principal markets during the five months ended with November, 1938, than in the same period of 1937, according to recent reports of the U. S. Bureau of Agricultural Economics. During the five months of 1938 shipments totaled 466,489 head and in the like period of 1937 the total was 497,490 head. Average weight of cattle shipped from four large markets was 725 lbs. this year and those shipped from the same markets a year ago averaged 699 lbs. Calves shipped this year totaled 141,808 head compared with 197,536 a year ago and cows, heifers and bulls totaled 77,134 in the five months of this year compared with 110,283 in the like period of 1937.

SPACING HOGS IN COOLER

How about spacing hogs in the cooler? Have your men read chapter 4 of "PORK PACKING," The National Provisioner's pork plant book?



"BOSS" MEAT MIXERS

These Mixers are the pioneers in the two-shaft machine which has contributed so much toward the successful manufacture of sausage.

Meat, after being finely cut in the silent cutter, should be mixed thoroughly and slowly in a "BOSS" Mixer, to assure complete absorption of cereal and spices for satisfactory binding and appetizing blending of flavors.

It's always "BOSS" for Best Of Satisfactory Service

Factory:

1972-2008 Central Ave., Cincinnati, Ohio

THE CINCINNATI BUTCHERS' SUPPLY CORP.

824 Exchange Ave., U. S. Yards, Chicago, Ill.

Gen. Office: 2145 Central Parkway, Cincinnati, Ohio



SCIENTIFICALLY DEVELOPED

Seven practical packing plant scientists are constantly at work in Stange's three completely equipped laboratories developing new and improved methods for curing, coloring and seasoning. This is only one of the factors that guarantee profits for you by using Stange Products.

WM. J. STANGE CO.

2536-40 W. MONROE ST., CHICAGO

Western Branches: 923 E. 3rd St., Los Angeles; 1250 Sansome St., San Francisco. In Canada: J. H. Stafford Industries, Ltd., 24 Hayter St., Toronto, Ont.



TRADE MARK

GRINDER PLATES AND KNIVES

C. D. Reversible Plates, O. K. Knives with changeable blades and C. D. TRIUMPH Knives with changeable blades are used throughout the meat packing and sausage manufacturing field. C. D. equipment lasts longer, works better; plates will not crack, break or chip at cutting edges. Write the "Old Timer," Chas. W. Dieckmann, for complete details and prices of C. D. and O. K. knives, plates, sausage linking gauges, stock feed worms, studs, etc.

THE SPECIALTY MFRS. SALES CO.

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Chicago, Illinois

F. C. ROGERS, INC.

NINTH AND NOBLE STREETS

PHILADELPHIA

BROKER

PACKINGHOUSE PRODUCTS

HARRY K. LAX, General Manager

Member of New York Produce Exchange
and Philadelphia Commercial Exchange

Make YOUR Container say QUALITY

ATTRACTIVE, colorful lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful... more attractive for the purchaser. Write for information.



THE HEEKIN CAN CO.—CINCINNATI, OHIO

UP *and* DOWN the MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, Dec. 31, 1898.)

At the four leading Western live stock market centers receipts of hogs during 1898 were reported to have been about 1,200,000 head larger than during 1897.

Differences between national meat inspection regulations and those of a state were referred to the Supreme Court of the United States for decision in the case of four national packers and the board of health of the city of New Orleans. Product already given federal inspection had been again inspected by city inspectors and a fee charged therefor.

St. Louis Dressed Beef & Provision Co., St. Louis, Mo., slaughtered for the 1898 Christmas trade what was believed to be the heaviest steer of the year, a Red Polled-Shorthorn cross, weighing 2380 lbs.

Miller & Hart, Chicago, was incorporated by George W. Murray, Frederick P. Reed and George E. Dawson, with a capital of \$80,000.

John Whyte & Sons, Mitchell, Ont., planned the erection of a pork packing plant at Stratford, Ont., at a cost of \$50,000.

S. H. Budlong & Son, Utica, N. Y., purchased an interest in the Davies Packing Co. of that city, the new firm being known as S. H. Budlong, Son & Co. The company planned to pack an average of 600 to 1,000 hogs each week.

Nelson Morris & Co. opened a new branch house at Howard and Pratt streets, Baltimore, Md., on December 26, 1898.

Meat Packing 25 Years Ago

(From The National Provisioner, January 3, 1914.)

Secretary of Agriculture announced appointment of a committee to look into meat supply shortage in the United States, its causes and remedies. The committee consisted of assistant secretary of agriculture B. T. Galloway; Dr. A. D. Melvin, chief Bureau of Animal Industry; H. J. Waters, Kansas; C. F. Curtiss, Iowa; Herbert Mumford, Illinois, and T. N. Carver, U. S. Department of Agriculture.

Ruling in the South Dakota courts held that a retailer did not violate the law if he sold naturally colored oleomargarine. The New York court of appeals had previously sustained the right of oleomargarine to a natural yellow color.

San Antonio Meat Co., San Antonio, Tex., was incorporated with a capital

stock of \$10,000 by W. L. Payne, J. G. Spurling and T. A. Troilo.

Swift & Company opened a new branch house at Newburg, N. Y., during Christmas week, 1913.

Chicago News of Today

Harry H. Field of Faroll Brothers has been nominated as a candidate for director of the Chicago Mercantile Exchange. He is now serving as a director and chairman of the hide committee of the exchange.

President Frank Kohrs, Kohrs Packing Co., Davenport, Ia., was a visitor in Chicago this week.

INSTITUTE STAFF CHANGES

(Continued from page 15.)

"Mr. Greer revised and in very considerable part re-wrote or wrote anew the textbook, 'Packinghouse Accounting,' used in the courses given by the Institute of Meat Packing. He is now engaged in preparing a new edition, which he will complete. Courses carried on under Mr. Greer's general direction as administrative officer of the Institute of Meat Packing at the University of Chicago have been taken by hundreds of men throughout the meat packing industry.

"Mr. Greer has been thoroughly informed on taxation questions, and in this connection has rendered exceptional service to individual member companies and great aid to the entire industry. His work, jointly with his associate, George M. Lewis, on tests and statistics has been important. He has rendered executive assistance to the provisions committee, the traffic committee and other committees of the Institute.

"Any review of Mr. Greer's work with the Institute should be taken as reference to examples rather than as a comprehensive enumeration. In numerous ways he has served the Institute and its membership. Like much of the Institute service, a considerable part of his has been rendered quietly, known to the member served, but not always to the industry at large.

"Mr. Greer has proved high competence in many fields. Kingan & Company have a new vice president of extraordinary brilliance; and both have the sincere good wishes of the Institute."

Concerning the appointment of Mr. Lewis, Mr. Woods comments as follows in a bulletin to members:

"Mr. Lewis is remarkably fitted for

such responsibilities. He was reared on a Texas ranch. There he had downright practical experience with livestock. His first formal training relating to the live stock and meat industry was at the Agricultural and Mechanical College of Texas. After being graduated from that college, he accepted a position with the Division of Crop and Livestock Estimates of the U. S. Bureau of Agricultural Economics in the Oklahoma-Arkansas territory. He relinquished this position to complete the three-year post graduate course at the Graduate School of Business Administration of Harvard University. After receiving a degree there he accepted a position as associate director of the Bureau of Business Research at the University of Texas, where his first work was on the subject of cattle marketing.

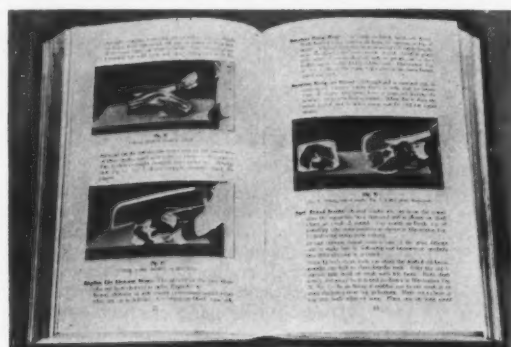
"Award of a fellowship supplied by the Institute of Meat Packing led Mr. Lewis to come to the University of Chicago for post graduate studies and research in live stock marketing. Mr. Lewis came to the Institute July 1, 1930, as assistant director of its Department of Marketing to give expert service on statistical and marketing subjects. After excellent work during a number of years he was appointed associate director of that department.

"Mr. Lewis's work with the Institute has been of excellent quality and based on extraordinary capability and effectiveness. He has been responsible

ROYALTY AT SMITHFIELD

King George visited the Smithfield fat stock show, held in Royal Agricultural Hall, London, early in December. He is shown here viewing the grand champion steer, a 2½-year-old Aberdeen-Angus, weighing 1409 lbs.





TYPICAL PAGES FROM "PROFITABLE MEAT CUTTING"

The book that tells how every kind of meat should be bought, cut, graded, displayed and sold at a profit!

The authors of "Profitable Meat Cutting" spent more than thirty years in the retail meat business and their book is based on facts, not theory. Here are some of the subjects discussed in this outstanding volume, every one with increased profit in mind:

Cutting Pork	Cutting Lamb
Cutting Veal	Cutting Beef
Standard and Fancy Cuts	
Hotel and Restaurant Cuts	
Boneless Cuts	Smoked Meats
Ready-to-Serve Meats	

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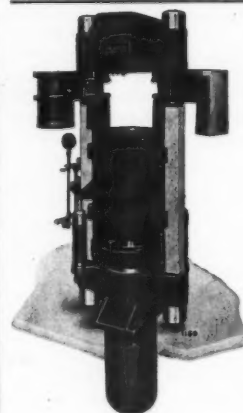
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for preparing the monthly reports (pork, beef and lamb) for the Business Survey Committee, which when approved are transmitted to the industry each month. He also has been responsible for keeping the industry informed as to livestock supplies, recent and prospective. His estimates generally have given to member companies considerably in advance approximate information as to what market supplies would be. His reports have helped them adjust their operations to supplies.

"Jointly with Mr. Greer, Mr. Lewis has been responsible for the beef and hog tests and for statistics of stocks on hand. He has had primary staff responsibility for organization and development of the Dog Food Division of the industry.

"Mr. Lewis is exceptionally qualified for associative work by general capability and individual qualities, and is fitted by special training for executive and specialized work in the fields for which he receives particular responsibility. His work with the Institute has proved him one of the most capable men ever selected for the executive staff."

New York News Notes

His many friends in wholesale and retail meat circles in New York joined with the employees of C. Lehmann Packing Co., Brooklyn, in honoring A. E. Nelson on December 24, which day marked not only the first anniversary of his appointment as general manager of the company, but also the anniversary of his birth. Mr. Nelson received many gifts and good wishes from those who attended and from others by telegraph and letter. A large birthday cake was served at a buffet luncheon.

A new one-story and basement brick addition is now being built by the C. Lehmann Packing Co., Brooklyn, on the property adjoining the company's present plant. The new plant will have facilities for small stock slaughtering and will contain large coolers and adequate sales rooms, and will be completed within the next 60 to 90 days.

H. H. White, National Livestock and Meat Board, will be in the East from January 5 to 19 for the purpose of conducting a series of "Winning Meat Customers" programs for retail meat dealer groups throughout New York. On January 5 Mr. White will conduct an exclusive packer executive and sales staff meeting at the Astor hotel, for the purpose of familiarizing them with the program so that they, in turn, may properly inform the various retail meat dealers with whom they come in contact of the proposed activities of the board. Frank M. Firor, president, Adolf Gobel, Inc., will be chairman of this meeting. Other meetings scheduled for retail meat dealers are: January 9, Hudson County Meat Council; January 10, Brooklyn and Eastern district associations; January 11, Jamaica branch; January 12, Ye Olde New York branch;

January 17, South Brooklyn branch; January 18, Bronx and Washington Heights branches, and January 19, Westchester County branch. In addition Mr. White will talk at the Brooklyn Eagle on the afternoon of January 11; Pratt Institute on January 17, and Teachers' College on January 19. It is expected that these meat merchandising programs will enable the retail meat dealer to serve the ultimate consumer better.

Jack Shribman, Eastern sales manager, S. Oppenheimer & Co., Inc., New York, left for Florida on December 21 for a mid-Winter vacation, and will return to his activities the first week of January.

The Essex Meat Council held its monthly dinner meeting at the Newark athletic club on December 13, with a full membership attendance. An interesting round table discussion concerning the meat industry followed the dinner. B. Newman, former president of the Retail Grocers' Association of New Jersey, attended as the guest of W. Lief.

Countrywide News Notes

More than 8,000 visitors participated in the huge open house event staged by Cudahy Bros. Co., Cudahy, Wis., on December 11. In addition to feature displays of approximately 1,000 dressed beef and other animals, together with exhibits of the company's varied products, a lunch of sandwiches and coffee was served all visitors. The animals displayed included 58 prize winning cattle purchased at the recent Interna-



PULLING FOR CORN HUSKERS

H. F. Veenker, plant superintendent, John Morrell & Co., Sioux Falls, S. D., wears a "ten gallon" hat as he boosts for the national corn-husking contest held near Sioux Falls. Morrell men were actively interested in this national event.

tional Livestock Exposition in Chicago. Among the buyers and other guests attending the open house were visitors from Milwaukee, Chicago, Detroit, New York and New Jersey.

Fred Krey, president, Krey Packing Co., St. Louis, and Mrs. Krey are departing after the holidays to spend their winter vacation in Arizona and California. Their beautiful country home outside St. Louis will be occupied in their absence by son John, who as vice president now takes upon himself the active executive duties of the company.

Jesse R. Powell, 54 years old, retired soapworks executive of Armour and Company, Chicago, Ill., died December 10 at his home in St. Petersburg, Fla. Mr. Powell retired several years ago after serving the company 30 years.

Plant of the Crum Packing Co., Tampa, Fla., was damaged December 8 by fire which originated in the smokehouse. Most of the damage, for which a loss of \$15,000 was estimated, was confined to the rear section of the plant in which the smokehouse was located.

L. H. Sickman, traffic manager, E. Kahn's Sons Co., has been nominated for third vice president of the Cincinnati Traffic Club, Cincinnati, O.

Louis A. Fiquet, head cattle buyer for Armour and Company at St. Joseph, Mo., has been appointed head buyer for the company at Kansas City, Mo., and will assume his duties there shortly after the first of the year. H. V. Major, second buyer for the company at Kansas City, will become head buyer at St. Joseph. Mr. Fiquet began his services with Armour at the Ft. Worth, Tex., stock yards, later working at Buenos Aires, Indianapolis and Kansas City before being assigned to St. Joseph as head buyer 19 years ago.

John O'Brien and Ned D. Potts of Columbus, O., have purchased the Groce packinghouse, Circleville, O., from Mr. & Mrs. R. R. Bales, and plan to start operations there about January 1. The plant, which has not been operated in recent years, was opened 90 years ago by John Groce, a Circleville pioneer. Its hams once enjoyed an international reputation.

J. L. Thweatt has been named branch manager for Swift & Company at Birmingham, Ala. Mr. Thweatt has been with Swift 29 years, having served at Birmingham and at Memphis, Tenn.

McDaniel Meat Co. was recently established in Redding, Calif. Roy McDaniel is president of the new firm, which will do a wholesale business.

James Bruce, cattle buyer for Armour and Company in the Argentine, visited the stock yards at St. Joseph, Mo., recently. Mr. Bruce was formerly engaged in the live stock commission business in St. Joseph.

National Stockyards, Inc., has been formed at Jacksonville, Fla., with capitalization of \$10,000 by F. E. Dennis, E. B. Dennis and J. Simmons.

C. E. Luce, traffic manager, Houston Packing Co., has been elected a director of the Traffic Club of Houston, Tex.

AID FOR DEALERS

Meat Board Plans Broad Program To Put More Meat on Home Tables

IN THE realization that the men back of the scales and counters are the ultimate salesmen for the livestock and meat industry and that they are the ones faced with the task of putting more meat on every table, the National Live Stock and Meat Board will conduct a new program in 1939 of "winning meat customers," designed particularly for retail meat dealers. It will be given in more than 200 key cities in the United States.

The board explains that this program is not "just another meat cutting demonstration." While there will be some instruction on merchandising slow-moving cuts, the major portion of the school will be devoted to the many other business and selling problems confronting the retail meat dealer. Among the subjects included in the program are:

What Dealers Will Learn

1. How to do a more efficient job of selling meat from behind the counter.
2. How to display meat to better advantage.
3. How to make retail meat cuts more attractive and salable.
4. How to build business through effective meat advertising.
5. How to sell the slow moving cuts of meat.
6. How to answer the customers' questions concerning new methods of cooking meat.
7. How to figure the selling price of retail meat cuts.
8. How to increase meat sales by capitalizing on its nutritive value.
9. How to satisfy present customers and win new customers.
10. How to sell more meat.

Program of Schools

H. H. White, one of the merchandising experts of the Board, will conduct this campaign during January in the following cities: New York City, January 4-20; South Bend, Ind., Jan. 23; Muncie, Ind., Jan. 24; Dayton, O., Jan. 25; Cincinnati, Jan. 26-27; Portsmouth, O., Jan. 30; Huntington, W. Va., Jan. 31.

P. A. Goesser's schedule will be: Elgin, Ill., Jan. 3; Aurora, Ill., Jan. 4; Joliet, Ill., Jan. 5; Decatur, Ill., Jan. 9; Danville, Ill., Jan. 10; Lafayette, Ind., Jan. 11; Indianapolis, Jan. 12-13; Evansville, Ind., Jan. 16; E. St. Louis, Ill., Jan. 17; Alton, Ill., Jan. 19; St. Louis, Mo., Jan. 20; San Angelo, Tex., Jan.

23-25; Murray, Ky., Jan. 27; Memphis, Tenn., Jan. 30; Little Rock, Ark., Jan. 31.

GENERAL FOODS EXPANDS

General Foods Corp. is in the midst of an expansion program which will amount to approximately 15 million dollars, C. M. Chester, board chairman, announced recently. The program includes erection of new factories, modernizing equipment, building ships, enlarging quick-freezing facilities and building a new laboratory for research. It has been under way for some time, with further activities contemplated during the next few years.

A division of General Foods—Frosted Foods Sales Corp.—is expanding its operations to meet the increased public demand for Birds Eye foods. A new quick-freezing unit is being developed in Florida, output of quick-frozen beef, lamb and pork products is being increased in Boston and quick freezing of farm products is being extended.

AIDING SAUSAGE SALES

(Continued from page 10.)

The cards are varnished, so they can be wiped off with a damp cloth. These cards have the 18 dinners pictured in full colors; the menu; and fully half the space is left for writing in, and pricing the "related items" on each dinner shown in the illustrations.

But this physical description of the material prepared gives no real idea of the operation of the plan involved. And the "Dinner Planner" is a *merchandising plan*, not a mere advertisement.

Here is how the proposition works: The packer's sales managers decide to feature any one of the 12 prepared meats—bologna, frankfurters, liverwurst, luncheon loaves, baked ham, boiled ham, picnics, daisy rolls, ham slices, bacon, Canadian bacon, fresh pork sausage. Or any one of the six fresh meats—beef, pork, lamb, veal, chicken or steak.

Salesmen are instructed to push the sale of the product selected, and to set up the dinner card of that item in the frame in every store. They are asked to urge the dealers to set up a display of the "related items" on the dinner on the meat show case; and to write in and price these items on the card with a grease-pencil.

When the housewife asks the butcher: "What shall I have for dinner today?"—there is the answer on the card; and the various items displayed in the show case.

Yankee Bologna Dinner

As an example of the thought and merchandising planning put into this proposition, consider the way bologna has been handled.

We all know that women buy ¼-lb. or ½-lb. of bologna sliced, to make sandwiches or to serve on cold platters.

Walter Seiler, you remember, says that only happens once in a "blue moon."

Could we make a dinner meal of bologna? Could we sell it in 2-lb. or 3-lb. chunks? Miss Weedman's answer to that is a stroke of genius. She created the Yankee Bologna Dinner—the old familiar and popular New England boiled dinner, except that a 3-lb. piece of bologna is boiled with the whole vegetables instead of the pork or corned beef. The complete menu: Grapefruit cup, bologna and horse-radish sauce, onions, carrots, cabbage and turnips; corn sticks; butterscotch tart and coffee.

Here, perhaps, may be the biggest and most revolutionary innovation in bologna selling on record. Showing and telling the housewife at the "point of sale" how to serve an easy-to-prepare dinner with bologna as the central dish. If that clicks—*watch your sales of bologna double and treble.*

The same deep thought has been put on all 18 meals. And we think here is a practical, simple, organized effort to tell the housewife how to serve meat specialties in her daily dinners.

By syndicating this printing and frame job; that is, grouping the orders of 50 to 100 meat packers in various parts of the U. S., a miracle of low cost has been accomplished.

Perhaps you have paid \$1.00 or \$1.50 for an Easter poster which you can display for two weeks in the dealer's windows. Say it costs 50c a week for a mere "reminder" of your brand name, reaching the sidewalk traffic.

Cutting the Cost

In contrast, here are 18 full-color posters; complete meals centered around 12 bologna products and 6 fresh meat items. In the store, at the "point of sale." Answering the eternal question—"What shall I have for dinner today?" A promotional plan which serves the sales manager of the packer for 365 days or more. At a total cost of around \$1.50 per store per month, including the attention-focusing frame!

"TEE-PAK" will announce this "Dinner Planner" in next week's issue of THE NATIONAL PROVISIONER. Our representative will show the plan to all interested starting January 3, 1939. We are handling this proposition *WITHOUT PROFIT* as a service to the industry.

But while we have organized the job, we give credit where credit is due—to the sales managers of meat packers and sausage manufacturers in all sections of the U. S. who have contributed their ideas and suggestions to make this plan fool-proof and practical, down to the last comma.

FINANCIAL NOTES

Directors of Corn Products Refining Co. have declared the quarterly dividend of 75 cents on the company's common stock, payable January 20 to stockholders of record January 3.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, December 28, 1938, or nearest previous date:

	Sales.	High.	Low.	Close.
Week ended	Dec. 28.	Dec. 28.	Dec. 28.	Dec. 21.
Amul Leather.....	290	12 1/4	17 1/4	2 1/4
Do. Pfd.....	290	12 1/4	17 1/4	2 1/4
Amer. H. & L.....	1,900	4 1/4	4 1/4	3 3/4
Do. Pfd.....	500	30	29 1/2	30
Amer. Stores.....	5,000	7 1/4	7 1/4	7 1/4
Armour H.L.....	16,450	3 1/4	4 1/4	5 1/4
Do. Pr. Pfd.....	2,000	41	40	40 1/2
Do. Pfd.....	300	101	101	57
Do. Del. Pfd.....	300	116 1/4	116 1/4	117
Beecham Pack.....	300	116 1/4	116 1/4	117
Bolack, H. C.....	290	23 1/4	19	22
Do. Pfd.....	290	23 1/4	19	22
Chick Co. Oil.....	500	14	13 1/4	13 1/4
Chilsa.....	3,400	13 1/4	12 1/4	11 1/4
Cudahy Pack.....	3,000	13 1/4	12 1/4	12 1/4
Do. Pfd.....	450	48 1/4	45 1/4	47 1/4
First Nat. Strs.....	2,300	41 1/4	40 1/4	41 1/4
Gen. Foods.....	10,800	39	37 1/4	39
Do. Pfd.....	300	2 1/4	2 1/4	2 1/4
Globe Co.....	3,600	2 1/4	2 1/4	2 1/4
Glidden Co.....	6,100	24 1/4	22 1/4	23 1/4
Do. Pfd.....	25	126	126	126
Gr. A&P 1st Pfd.....	25	68 1/4	67 1/4	68 1/4
Do. New.....	925	68 1/4	67 1/4	68 1/4
Hormel, G. A.....	1,100	1 1/4	1 1/4	1 1/4
Hygrade Food.....	8,500	19 1/4	19 1/4	19 1/4
Kroger G. & B.....	750	5 1/4	5 1/4	5 1/4
Libby McNeill.....	750	3 1/4	3 1/4	3 1/4
Mickelberry Co.....	750	2 1/4	2 1/4	2 1/4
M. & H. Pfd.....	500	33 1/4	33 1/4	34
Morrell & Co.....	2,300	3 1/4	3 1/4	2 1/4
Nat. Tea.....	4,300	55 1/4	55 1/4	55 1/4
Proc. & Gamb.....	140	116 1/4	116 1/4	116
Do. Pfd.....	300	28	27 1/4	27 1/4
Rath Pack.....	7,500	26 1/4	26 1/4	26 1/4
Safeway Strs.....	170	81 1/4	81 1/4	81
Do. 5% Pfd.....	160	83 1/4	83 1/4	85
Do. 6% Pfd.....	50	105	104 1/4	105 1/4
Do. 7% Pfd.....	200	1 1/4	1 1/4	1 1/4
Stahl Meyer.....	9,100	17 1/4	16 1/4	16 1/4
Swift & Co.....	1,900	27 1/4	27 1/4	27 1/4
Do. Intl.....	800	5 1/4	5	5 1/4
Trunz Pork.....	2,200	9 1/4	9 1/4	9 1/4
U. S. Leather.....	200	60	60	70
Do. A.....	2,900	30 1/4	29 1/4	30 1/4
Do. Pr. Pfd.....	200	78	78	78 1/4
Wesson Oil.....	7,500	4	3 1/4	4
Wilson & Co.....	1,600	39 1/4	38 1/4	37 1/4
Do. Pfd.....	2,200	8 1/4	8 1/4	8 1/4
Union Steak, Yds.....	1,100	7 1/4	7 1/4	7 1/4
Do. Pfd.....	1,100	7 1/4	7 1/4	7 1/4

RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats in mostly cash and carry stores.

	NEW YORK.	CHICAGO.
	Dec. 15, 1938.	Dec. 15, 1938.
Beef:		
Porterhouse steak.....	.46	.44
Sirloin steak.....	.40	.39
Round steak.....	.38	.37
Rib roast, 1st 6 cuts.....	.31	.33
Chuck roast.....	.25	.24
Plate beef.....	.15	.14
Lamb:		
Legs.....	.26	.26
Loin chops.....	.40	.42
Rib chops.....	.35	.37
Stewing.....	.12	.14
Pork:		
Chops, center cuts.....	.32	.33
Bacon, strips.....	.35	.38
Bacon, sliced.....	.38	.42
Ham, whole.....	.29	.31
Picnics, smoked.....	.20	.23
Lard.....	.14	.16
Veal:		
Cutlets.....	.43	.45
Loin chops.....	.37	.38
Rib chops.....	.30	.33
Stewing (breast).....	.17	.19

NEWS OF THE RETAILERS

Grand opening of the C. G. Guss & Sons grocery and meat market, Hudson, Mich., took place recently. Formerly occupied by Webb Bros., the store has been completely redecorated and fitted with modern equipment for handling and displaying meats.

Donald Barrow has taken over the

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on December 29, 1938.

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS, Choice¹:				
400-500 lbs.....	\$16.50@18.50		\$18.00@19.50	
500-600 lbs.....	16.50@18.50		18.00@19.50	\$18.00@19.50
600-700 lbs.....	16.50@18.50	\$18.00@19.50	18.00@19.50	18.00@19.50
700-800 lbs.....	16.50@18.50	18.00@19.50	18.00@19.50	
STEERS, Good¹:				
400-500 lbs.....	14.50@16.50		16.00@18.00	
500-600 lbs.....	14.50@16.50		16.00@18.00	16.00@18.00
600-700 lbs.....	14.50@16.50	16.00@18.00	16.00@18.00	16.00@18.00
700-800 lbs.....	14.50@16.50	16.00@18.00	16.00@18.00	
STEERS, Medium¹:				
400-600 lbs.....	13.00@14.50		14.00@16.00	14.00@16.00
600-700 lbs.....	13.00@14.50	14.00@16.00	14.00@16.00	14.00@16.00
STEERS, Common (Plain)¹:				
400-600 lbs.....	12.00@13.00		13.50@14.00	
COWS (all weights):				
Choice.....	11.50@12.00	12.50@13.50	13.00@14.00	12.50@13.00
Good.....	11.00@11.50	12.00@12.50	12.00@13.00	11.50@12.50
Medium.....	10.50@11.00	11.50@12.00	11.50@12.00	11.00@11.50
Common (plain).....				
Fresh Veal and Calf:				
VEAL (all weights)²:				
Choice.....	14.50@16.00	15.50@16.50	15.00@16.00	16.00@17.00
Good.....	12.50@14.50	13.50@15.50	13.00@15.00	15.00@16.00
Medium.....	11.00@12.50	12.00@13.50	11.00@13.00	13.00@15.00
Common (plain).....	10.00@11.00	11.00@12.00	10.00@11.00	11.00@13.00
CALF (all weights)²:				
Choice.....				
Good.....	12.00@13.00		12.00@13.00	
Medium.....	11.00@12.00		11.00@12.00	
Common (plain).....	10.00@11.00		10.00@11.00	
Fresh Lamb and Mutton:				
LAMB, Choice:				
38 lbs. down.....	17.50@18.50	18.50@19.50	18.00@18.50	19.50@20.50
39-45 lbs.....	17.50@18.50	17.50@18.50	17.00@17.50	18.00@20.00
46-55 lbs.....	16.50@17.50	16.50@17.50	16.50@17.00	18.00@19.00
LAMB, Good:				
38 lbs. down.....	16.50@17.50	17.50@18.50	17.00@17.50	17.00@18.00
39-45 lbs.....	16.50@17.50	16.50@17.50	16.50@17.00	17.00@18.00
46-55 lbs.....	15.50@16.50	16.00@17.00	15.50@16.00	17.00@18.00
LAMB, Medium:				
All weights.....	15.00@16.50	15.00@16.00	14.50@15.50	15.00@17.00
LAMB, Common (Plain):				
All weights.....	13.00@15.00	14.00@15.00	13.50@14.50	
MUTTON (Ewe), 70 lbs. down:				
Good.....	8.00@9.00	9.00@10.00	9.00@10.00	
Medium.....	7.00@8.00	8.00@9.00	8.00@9.00	
Common (plain).....	6.00@7.00	7.00@8.00	7.00@8.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs.....	14.00@15.00	15.50@16.00	15.00@16.00	15.00@16.50
10-12 lbs.....	15.50@16.50	15.00@16.00	15.00@16.50	15.00@16.50
12-15 lbs.....	12.50@13.50	14.50@15.50	14.00@14.50	14.00@15.50
16-22 lbs.....	12.50@13.50		13.00@14.00	13.00@14.00
SHOULDERS, Skinned, N. Y. Style:				
8-12 lbs.....	12.00@13.00		13.50@14.50	14.00@15.00
PICNICS:				
6-8 lbs.....		13.50@14.50		
BUTTS, Boston Style:				
4-8 lbs.....	14.00@15.00		15.50@16.50	16.00@17.00
SPARE RIBS:				
Half Sheets.....	11.50@12.50			
TRIMMINGS:				
Regular.....	7.50@8.00			

¹Includes hangers 300-450 lbs. and steers down to 300 lbs. at Chicago. ²"Skin on" at New York and Chicago. ³Includes sides at Boston and Philadelphia.

meat and grocery business of the Sweeney market, Appleton, Wis. Name of the store has been changed to Don Barrow's Grocery & Meat Market.

A. O. Stangl has bought the grocery and meat market at Rhinelander, Wis., formerly operated by Joseph Schimek.

Calvin Ellis and Robert Gill are proprietors of a new meat market at Butte, Mont.

J. A. Casteel has opened a meat business in Rock Springs, Wyo.

Sherwood Meat Market, Randolph, Neb., was recently damaged by fire.

Ralph Estwick has bought the meat

department of the H. A. Paulson store, Webster, S. Dak.

Ray Penulena has bought out the meat business of Charles Hay at Dent, Minn.

Arthur Haydock and Arnie Alva have engaged in the meat business in Seattle, Wash., under the name of Art's Market.

Mary Carlson has opened Mary's Market in Portland, Ore.

Thrifty Three Market, Seattle, Wash., has been moved to 2038 Market st.

Carl A. Becker has engaged in the meat business at 2700 W. Wright st., Milwaukee, Wis.

Chicago Market Prices

WHOLESALE FRESH MEATS

Carcass Beef		Cor. week,
		Dec. 28, 1938.
Prime native steers—	Week ended	1937.
400-600	18 1/2 @ 19 1/4	18 1/2 @ 19 1/4
600-800	18 1/2 @ 19 1/4	18 1/2 @ 19 1/4
800-1000	19 @ 19 1/4	18 1/2 @ 19 1/4
Good native steers—		
400-600	16 1/2 @ 17 1/4	15 1/2 @ 16
600-800	16 1/2 @ 17 1/4	15 1/2 @ 16
800-1000	16 1/2 @ 17 1/4	15 1/2 @ 16
Medium steers—		
400-600	14 @ 14 1/2	12 @ 12 1/2
600-800	14 @ 14 1/2	12 @ 12 1/2
800-1000	14 1/2 @ 15	12 1/2 @ 13
Heifers, good	14 1/2 @ 15	12 @ 13
Cows, 400-600	10 1/2 @ 11 1/2	10 1/2 @ 11 1/2
Hind quarters, choice	@ 23 1/2	@ 25 1/2
Fore quarters, choice	@ 16	@ 14

Beef Cuts		
Steer loins, prime	@ 38	@ 44
Steer loins, No. 2	@ 31	@ 34
Steer loins, No. 3	@ 27	@ 24
Steer short loins, prime	@ 50	@ 61
Steer short loins, No. 1	@ 37	@ 47
Steer short loins, No. 2	@ 31	@ 31
Steer loin ends (blps)	@ 28	@ 22
Steer loin ends, No. 2	@ 25	@ 20
Cow loins	@ 18	@ 15
Cow short loins	@ 20	@ 19
Cow loin ends (blps)	@ 12	@ 12
Steer ribs, prime	@ 30	@ 32
Steer ribs, No. 1	@ 24	@ 24
Steer ribs, No. 2	@ 21	@ 18
Cow ribs, No. 1	@ 12	@ 9
Cow ribs, No. 2	@ 12	@ 9
Steer rounds, prime	@ 18	@ 15
Steer rounds, No. 1	@ 17	@ 15
Steer rounds, No. 2	@ 15 1/2	@ 14 1/2
Steer chuck, prime	@ 14	@ 13 1/2
Steer chuck, No. 1	@ 13	@ 12
Steer chuck, No. 2	@ 14	@ 12
Cow rounds	@ 13	@ 12
Cow chuck	@ 11	@ 11
Steer plates	@ 11	@ 11 1/2
Medium plates	@ 9	@ 9
Briskets, No. 1	@ 13 1/2	@ 18
Steer navel ends	@ 9 1/2	@ 9 1/2
Cow navel ends	@ 8 1/2	@ 8 1/2
Fore shanks	@ 9 1/2	@ 10
Hind shanks	@ 7 1/2	@ 8
Strip loin, No. 1, bnl.	@ 55	@ 60
Strip loin, No. 2	@ 50	@ 40
Strip loin, No. 3	@ 29	@ 28
Strip loin, No. 2	@ 21	@ 20
Beef tenderloins, No. 1	@ 63	@ 75
Beef tenderloins, No. 2	@ 50	@ 55
Rump butts	@ 13	@ 13
Flank steaks	@ 20	@ 18
Shoulder clods	@ 15	@ 15
Hanging tenderloins	@ 17	@ 16
Inalides, green, 5@8 lbs.	@ 16	@ 16
Outalides, green, 5@8 lbs.	@ 15	@ 15
Knuckles, green, 5@8 lbs.	@ 14 1/2	@ 16 1/2

Beef Products		
Brains (per lb.)	@ 7	@ 9
Hearts	@ 10	@ 11
Tongues	@ 10	@ 10
Sweetbreads	@ 17	@ 23
Ox-tail, per lb.	@ 12	10 @ 12
Fresh tripe, plain	@ 10	@ 9
Fresh tripe, H. C.	@ 11 1/2	@ 13 1/2
Livers	@ 19	@ 19
Kidneys, per lb.	@ 10	@ 9

Veal		
Choice carcass	@ 16	@ 17
Good carcass	@ 13	@ 14
Good saddles	@ 17	@ 19
Good racks	@ 12	@ 15
Medium racks	@ 10	8 @ 12

Veal Products		
Brains, each	@ 10	@ 12
Sweetbreads	@ 36	@ 35
Calf livers	@ 50	@ 36

Lamb		
Choice lambs	@ 18	@ 19
Medium lambs	@ 17	@ 17
Choice saddles	@ 21	@ 21
Medium saddles	@ 19	@ 19
Choice fores	@ 15	@ 17
Medium fores	@ 14	@ 16
Lamb fries, per lb.	@ 31	@ 30
Lamb tongues, per lb.	@ 16	@ 15
Lamb kidneys, per lb.	@ 20	@ 20

Mutton		
Heavy sheep	@ 8	@ 8
Light sheep	@ 10	@ 10
Heavy saddles	@ 10	@ 9
Light saddles	@ 12	@ 12
Heavy fores	@ 6	@ 7
Light fores	@ 8	@ 8
Mutton legs	@ 13	@ 14
Mutton loins	@ 12	@ 12
Mutton stew	@ 6	@ 7
Sheep tongues, per lb.	@ 12 1/2	@ 12 1/2
Sheep heads, each	@ 10	@ 14

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	@ 16	@ 15 1/2
Picnics	@ 11	@ 11
Skinned shoulders	@ 12 1/2	@ 12
Tenderloins	@ 30	@ 30
Spare ribs	@ 12	@ 11
Back fat	@ 8	@ 10
Boston butts	@ 15	@ 14 1/2
Boneless butts, cellar		
trim, 2@4	@ 18 1/2	@ 19
Hocks	@ 9	@ 10
Tails	@ 4	@ 5
Slop bones	@ 11	@ 13
Blade bones	@ 11	@ 11
Pigs' feet	@ 4	@ 5 1/2
Kidneys, per lb.	@ 10	@ 9
Livers	@ 9	@ 9
Brains	@ 3	@ 6
Ears	@ 7 1/2	@ 7 1/2
Snouts	@ 6 1/2	@ 7
Heads	@ 6 1/2	@ 7
Chitterlings	@ 6 1/2	@ 7

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@ 10 1/2	@ 10 1/2
Clear bellies, 14@20 lbs.	@ 9 1/2	@ 9 1/2
Rib bellies, 25@30 lbs.	@ 9 1/2	@ 9 1/2
Fat backs, 10@12 lbs.	@ 5 1/2	@ 5 1/2
Fat backs, 14@16 lbs.	@ 6 1/2	@ 6 1/2
Regular plates	@ 6 1/2	@ 6 1/2
Jowl butts	@ 6 1/2	@ 6 1/2

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	20 @ 21 1/2	
Fancy skd. hams, 14@16 lbs., parchment paper	21 1/2 @ 22	
Standard reg. hams, 14@16 lbs., plain	19 @ 20	
Picnics, 4@8 lbs., short shank, plain	15 1/2 @ 16	
Picnics, 4@8 lbs., long shank, plain	14 1/2 @ 15	
Fancy bacon, 6@8 lbs., parchment paper	22 @ 23	
Standard bacon, 6@8 lbs., plain	19 1/2 @ 20 1/2	
No. 1 beef sets, smoked		
Insides, 8@12 lbs.	35 @ 36	
Outsides, 5@9 lbs.	31 @ 32	
Knuckles, 5@9 lbs.	32 @ 33	
Cooked hams, choice, skin on, fattened	@ 32 1/2	
Cooked hams, choice, skinless, fattened	@ 35 1/2	
Cooked picnics, skin on, fattened	@ 27 1/2	
Cooked picnics, skinless, fattened	@ 28 1/2	

BARRELED PORK AND BEEF

Clear fat back pork:		
70-80 pieces	\$13.25	
80-100 pieces	13.00	
100-125 pieces	12.75	
Bean pork	17.00	
Brisket pork	21.00	
Clear plate pork, 25-35 pieces	14.00	
Plate beef	28.00	
Extra plate beef	24.00	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$16.00	
Lamb tongue, short cut, 200-lb. bbl.	65.00	
Regular tripe, 200-lb. bbl.	22.50	
Honeycomb tripe, 200-lb. bbl.	26.00	
Pocket honeycomb tripe, 200-lb. bbl.	26.00	

SAUSAGE MATERIALS

(Packed basis.)		
Regular pork trimmings	@ 7 1/2	@ 7 1/2
Special lean pork trimmings 85%	@ 13 1/2	@ 13 1/2
Extra lean pork trimmings 85%	@ 15 1/2	@ 15 1/2
Pork cheek meat (trimmed)	@ 8 1/2	@ 8 1/2
Pork hearts	7 @ 7 1/2	@ 7 1/2
Pork livers	8 @ 8 1/2	@ 8 1/2
Native boneless bull meat (heavy)	14 1/2 @ 15	@ 15
Shank meat	@ 12 1/2	@ 12 1/2
Boneless chunks	12 1/2 @ 13	@ 13
Beef trimmings	@ 10	@ 10
Beef cheeks (trimmed)	@ 9	@ 9
Dressed canners, 350 lbs. and up	@ 9 1/2	@ 9 1/2
Dressed cutter cows, 400 lbs. and up	@ 10 1/2	@ 10 1/2
Dr. bologna bulls, 600 lbs. and up	@ 11 1/2	@ 11 1/2
Pork tongues, canner trim, S. P.	@ 12 1/2	@ 12 1/2

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)		
Pork sausage, in 1-lb. carton	@ 21 1/2	@ 21 1/2
Country style sausage, fresh in link	@ 16 1/2	@ 16 1/2
Country style sausage, fresh in bulk	@ 14 1/2	@ 14 1/2
Country style sausage, smoked	@ 18 1/2	@ 18 1/2
Frankfurters, in sheep casings	@ 23	@ 23
Frankfurters, in hog casings	@ 20 1/2	@ 20 1/2
Bologna in beef bungs, choice	@ 17	@ 17
Bologna in beef middles, choice	@ 17	@ 17
Liver sausage in beef rounds	@ 14	@ 14
Liver sausage in hog bungs	@ 17	@ 17
Smoked liver sausage in hog bungs	@ 22	@ 22
Head cheese	@ 15 1/2	@ 15 1/2
New England luncheon specialty	@ 22	@ 22
Mixed luncheon specialty, choice	@ 18	@ 18
Tongue sausage	@ 27 1/2	@ 27 1/2
Blood sausage	@ 17 1/2	@ 17 1/2
Souse	@ 17	@ 17
Polish sausage	@ 21	@ 21

DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 40	
Thuringer cervelat	@ 20 1/2	
Farmer	@ 28 1/2	
Holsteiner	@ 27 1/2	
B. C. salami, choice	@ 35	
Milano, salami, choice in hog bungs	@ 34	
B. C. salami, new condition	@ 21	
Frisses, choice, in hog middles	@ 33	
Genoa style salami, choice	@ 42	
Pepperoni	@ 31	
Mortadella, new condition	@ 21	
Capicola	@ 45	
Italian style hams	@ 33	
Virginia hams	@ 36	

LARD

Prime steam, cash, Bd. Trade	@ 6.57m	
Prime steam, loose, Bd. Trade	@ 6.30m	
Refined lard, tierces, f.o.b. Chgo.	@ 8.50	
Kettle rend., tierces, f.o.b. Chgo.	@ 9.50	
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 10.00	
Neutral, tierces, f.o.b. Chicago	@ 9.60	
Shortening, tierces, c.a.f.	@ 9.50	

OLEO OIL AND STEARINE

Extra oleo oil (in tierces)	@ 8	
Prime No. 2 oleo oil	@ 7 1/2	
Prime oleo stearine	@ 6 1/2	

TALLOW AND GREASES

(Loose, basis Chicago.)		
Edible tallow, 1% acid	5 1/2 @ 6	
Prime packers tallow, 3-4% acid	5 1/2 @ 5 1/2	
No. 1 tallow, 10% f.f.a.	5 1/2 @ 5 1/2	
Special tallow	5 1/2 @ 5 1/2	
Choice white grease, all hog	@ 5 1/2	
A-White grease, 4% acid	@ 5 1/2	
B-White grease, maximum 5% acid	@ 5 1/2	
Yellow grease, 16-20 f.f.a.	@ 4 1/2	
Brown grease, 25 f.f.a.	4 1/2 @ 4 1/2	

ANIMAL OILS

Per lb.		
Prime edible lard oil	10 1/2	
Prime burning oil	9 1/2	
Prime lard oil—inedible	9 1/2	
Extra W. 8. lard oil	9	
Extra lard oil	8 1/2	
Extra No. 1 lard oil	8 1/2	
Spec. No. 1 lard oil	8 1/2	
No. 1 lard oil	8 1/2	
No. 2 lard oil	8	
Acidless tallow oil	8 1/2	
20° C. T. neatsfoot oil	14 1/2	
Pure neatsfoot oil	11 1/2	
Prime neatsfoot oil	9	
Extra neatsfoot oil	8 1/2	
No. 1 neatsfoot oil	8 1/2	

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	6 1/2 @ 6 1/2	
Valley points, prompt	6 1/2 @ 6 1/2	
White deodorized, in bbls., f.o.b. Chgo.	8 1/2 @ 9	
Yellow, deodorized	8 1/2 @ 9	
Soap stock, 50% f.f.a., f.o.b. mills	1 1/2 @ 1 1/2	
Soybean oil, f.o.b. mills	5 1/2 @ 5 1/2	
Corn oil, in tanks, f.o.b. mills	6 1/2 @ 6 1/2	
Coconut oil, sellers' tanks, f.o.b. coast	2 1/2 @ 2 1/2	
Refined in bbls., f.o.b. Chicago	@ 8	

OLEOMARGARINE

F. O. B. Chicago.		
White domestic vegetable margarine	@ 14 1/2	
White animal fat margarine, in 1 lb. cartons	@ 14	
Puff paste (water churned)	@ 10 1/2	
Puff paste (milk churned)	@ 11	
White nut margarine	@ 8 1/2	

(Continued on page 46.)

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Chicago Markets

(Continued from page 44.)

CURING MATERIALS

	Cwt.
Nitrite of soda (Chgo. w'ne stock):	
In 425-lb. bbls., delivered	\$ 8.75
Salt peter, less than 100 lbs.	
Dbl. refined granulated	6.80
Small crystals	7.90
Medium crystals	8.25
Large crystals	8.65
Dbl. rfd. gran. nitrate of soda	3.75
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:	
Granulated	7.20
Medium, undried	9.70
Medium, dried	10.20
Rock	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans	@2.75
Second sugar, 90 basis	None
Standard gran., f.o.b. refiners (2%)	@4.45
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@4.05
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@3.95
Dextrose, in car lots, per cwt. (in paper bags)	@3.54

SAUSAGE CASINGS

(F. O. B. Chicago.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@.16
Domestic rounds, 140 pack	@.28
Export rounds, wide	@.43
Export rounds, medium	@.25
Export rounds, narrow	@.35
No. 1 weasand	@.06
No. 2 weasand	@.04
No. 1 bungs	@.10
No. 2 bungs	@.07
Middles, select	@.40
Middles, regular	@.45
Middles, select, extra wide, 2 1/4 in. and over	@.85
Dried bladders	
12-15 in. wide, flat	.75
10-12 in. wide, flat	.65
8-10 in. wide, flat	.35
6-8 in. wide, flat	.25
Hog casings:	
Narrow, per 100 yds.	2.10
Narrow, special, per 100 yds.	2.00
Medium, regular	1.60
English, medium	1.35
Wide, per 100 yds.	1.10
Extra wide, per 100 yds.	.80
Export bungs	.22
Large prime bungs	.17
Medium prime bungs	.09
Small prime bungs	.04 1/2
Middles, per set	.16
Stomachs	.09

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole. Ground.
	Per lb. Per lb.
Allspice, Prime	15 1/2 17
Resifted	16 18
Chili Pepper	18 19 1/2
Chili Powder	19
Cloves, Amboy	27 31
Madagascar	18 21
Zanzibar	19 1/2 22 1/2
Ginger, Jamaica	14 16 1/2
African	8 1/2 10 1/2
Mace, Fancy Bands	61 66
East India	56 60
E. I. & W. I. Blend	55
Mustard Flour, Fancy	22 1/2
No. 1	15
Nutmeg, Fancy Bands	25
East India	21
E. I. & W. I. Blend	16 1/2
Paprika, Extra Fancy	40
Peppin Sweet Red Pepper	26 1/2
Pimente (220-lb. bbls.)	27 1/2
Pepper, Cayenne	26
Red Pepper, No. 1	19
Pepper, Black Aleppo	9 1/2 10 1/2
Black Lampong	8 1/2 8 1/2
Black Tellicherry	10 11
White Java Muntok	9 1/2 11 1/2
White Singapore	9 11
White Packers	10 10 1/2

SEEDS AND HERBS

	Ground for Whole Sausage.
Caraway Seed	9 11
Celery Seed, French	16 1/2 19 1/2
Cominos Seed	11 1/2 14
Coriander Morocco Bleached	8
Coriander Morocco Natural No. 1	6 1/2 8 1/2
Mustard Seed, Dutch Yellow	9 1/2 12 1/2
American	7 1/2 10 1/2
Marjoram, French	17 20
Oregano	13 1/2 16
Sage, Dalmatian, Fancy	8 1/2 10 1/2
Dalmatian No. 1	7 1/2 9 1/2

New York Market Prices

LIVE CATTLE

Steers, good, 1115-1420 lb.	\$10.10 @ 10.75
Steers, medium, 1159-1259 lb.	9.25 @ 9.75
Cows, medium	5.00 @ 5.25
Cows, common	4.25 @ 4.75
Hulls, medium	6.00 @ 7.50

LIVE CALVES

Vealers, good and choice	\$ 9.00 @ 12.00
Vealers, medium	7.00 @ 8.00
Calves, good and choice	6.50 @ 7.80
Calves, medium	5.50 @ 6.00

LIVE HOGS

Hogs, good to choice, 106 lb.	\$ @ 8.15
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LIVE LAMBS

Lambs, good and choice	\$ @ 10.25
Lambs, common	@ 6.50
Sheep, good and choice	3.50 @ 4.25
Sheep, common and medium	2.00 @ 3.25

DRESSED BEEF

City Dressed.

Choice, native, heavy	.21 @ .22
Choice, native, light	.20 @ .21
Native, common to fair	.17 @ .19 1/2

Western Dressed Beef.

Native steers, 600 @ 800 lbs.	.19 @ .21
Native choice yearlings, 440 @ 600 lbs.	.19 @ .20
Good to choice heifers	.17 @ .18
Good to choice cows	.15 @ .16
Common to fair cows	.13 @ .14
Fresh bologna bulls	.12 @ .13

BEEF CUTS

	Western.	City.
No. 1 ribs	.25 @ .27	.26 @ .28
No. 2 ribs	.22 @ .24	.23 @ .24
No. 3 ribs	.19 @ .21	.21 @ .22
No. 1 loins	.40 @ .48	.44 @ .50
No. 2 loins	.30 @ .40	.36 @ .42
No. 3 loins	.24 @ .25	.30 @ .34
No. 1 hinds and ribs	.22 @ .24	.22 1/2 @ .25
No. 2 hinds and ribs	.19 @ .21 1/2	.20 @ .22
No. 1 rounds	.17 @ .17	.17 @ .18
No. 2 rounds	.16 @ .16	.16 @ .17
No. 3 rounds	.15 @ .15	.15 @ .16
No. 1 chucks	.17 @ .17	.17 @ .18
No. 2 chucks	.16 @ .16	.16 @ .17
No. 3 chucks	.15 @ .15	.15 @ .16
City dressed bolognas	.13 @ .14	.13 @ .14
Rolls, reg. 6 @ 8 lbs. av.	.13 @ .13	.13 @ .13
Rolls, reg. 4 @ 6 lbs. av.	.13 @ .13	.13 @ .13
Tenderloins, 4 @ 6 lbs. av.	.50 @ .60	.50 @ .60
Tenderloins, 6 @ 6 lbs. av.	.50 @ .60	.50 @ .60
Shoulder clods	.16 @ .18	.16 @ .18

DRESSED VEAL

Good	.16 @ .17
Medium	.15 @ .16
Common	.14 @ .15

DRESSED SHEEP AND LAMBS

Spring lambs, good	.18 1/2 @ .19 1/2
Spring lambs, good to medium	.17 1/2 @ .18 1/2
Spring lambs, medium	.16 1/2 @ .17 1/2
Sheep, good	.8 @ .9
Sheep, medium	.7 @ .9

DRESSED HOGS

Hogs, good and choice (90-140 lbs. head on; leaf fat in)	\$12.25 @ 13.00
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FRESH PORK CUTS

Pork loins, fresh, Western, 10 @ 12 lbs.	@ 15 1/2
Pork tenderloins, fresh	@ 37
Pork tenderloins, frozen	@ 33
Shoulders, Western, 10 @ 12 lbs. av.	@ 14
Butts, regular, Western	@ 23
Butts, regular, Western	@ 16
Hams, Western, fresh, 10 @ 12 lbs. av.	@ 23
Picnic hams, West. fresh, 6 @ 8 lbs. av.	@ 15 1/2
Pork trimmings, extra	@ 19
Pork trimmings, regular 50% lean	@ 19
Spareribs	@ 14

COOKED HAMS

Cooked hams, choice, skin on, fattened	@ 38
Cooked hams, choice, skinless, fattened	@ 39

SMOKED MEATS

Regular hams, 8 @ 10 lbs. av.	.23 @ .24
Regular hams, 10 @ 12 lbs. av.	.22 @ .23
Regular hams, 12 @ 14 lbs. av.	.20 1/2 @ .21 1/2
Skinned hams, 10 @ 12 lbs. av.	.23 @ .24
Skinned hams, 12 @ 14 lbs. av.	.22 @ .23
Skinned hams, 14 @ 16 lbs. av.	.22 1/2 @ .23 1/2
Picnic, 4 @ 6 lbs. av.	.17 @ .18
Picnic, 6 @ 8 lbs. av.	.17 @ .18
City pickled bellies, 8 @ 12 lbs. av.	.20 @ .21
Bacon, boneless, Western	.23 @ .24
Bacon, boneless, city	.22 @ .23
Rollatons, 8 @ 10 lbs. av.	.20 @ .21
Beef tongue, light	@ 23
Beef tongue, heavy	@ 24

FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, l. c. trimmed	28c a pound
Sweetbreads, beef	30c a pair
Sweetbreads, veal	70c a pair
Beef kidneys	12c a pound
Mutton kidneys	4c each
Livers, beef	29c a pound
Oxtails	14c a pound
Beef hanging tenders	30c a pound
Lamb fries	12c a pair

BUTCHERS' FAT

Shop Fat	\$1.75 per cwt.
Breast Fat	2.50 per cwt.
Edible Suet	3.50 per cwt.
Inedible Suet	3.00 per cwt.

GREEN CALFSKINS

	5-9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals	.14	2.00	2.15	2.20
Prime No. 2 Veals	.13	1.80	1.95	2.00
Buttermilk No. 1	.11	1.70	1.85	1.90
Buttermilk No. 2	.10	1.55	1.70	1.75
Branded Grub	.70	.80	.95	1.00
Number 3	6	70	90	1.00

BONES AND HOOF

	Per ton del'd basis
Round shins, heavy	\$82.50
Flat shins, heavy	55.00
Hoofs, light	52.50
Hoofs, white	75.00
black and white striped	40.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score)	26 1/2 @ 26 3/4	27 1/2 @ 27 3/4
Creamery (90-91 score)	25 1/2 @ 26	27 @ 27 1/2
Creamery firsts (88-89)	25 1/2 @ 26	26 @ 26 1/2

EGGS.

Extra firsts	@ 26 1/2
Firsts, fresh	@ 24 1/2
Standards	@ 29 1/2

LIVE POULTRY.

Fowls	9 @ 18 1/2	17 @ 22
Springs	12 1/2 @ 18 1/2	12 @ 24
Broilers	12 1/2 @ 18 1/2	16 @ 19
Cavans	18 @ 23	19 @ 24
Old Roosters	11 1/2 @ 12 1/2	@ 10
Ducks	10 @ 15 1/2	@ 16
Geese	12 @ 15 1/2	@ 20
Turkeys	17 @ 26	20 @ 24

DRESSED POULTRY.

Chickens, 36-47, fresh	@ 20 1/2	@ 21
Chickens, 48 up, fresh	@ 21 1/2	21 1/2 @ 24
Fowls, 31-47, fresh	15 1/2 @ 17 1/2	16 1/2 @ 18 1/2
48-59, fresh	15 @ 19 1/2	@ 20
and up, fresh	@ 21 1/2	@ 22
Turkeys, Northwestern		
Young toms, boxes	@ 26 1/2	@ 28
Young hens, boxes	@ 30 1/2	@ 33
Turkeys, Southwestern		
Young toms, boxes	@ 26	@ 27
Young hens, boxes	@ 27	@ 30 1/2

BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter for week ended Friday, December 23:

	17.	19.	20.	21.	22.	23.
Chicago	25 1/2	25 1/2	25 1/2	26	26 1/2	26 1/2
New York	26 1/2	26 1/2	26 1/2	27	27 1/2	27 1/2
Boston	26 1/2	26 1/2	26 1/2	27 1/2	28	28
Philadelphia	27	26 3/4	27 1/2	27 1/2	28	28
San Francisco	29 1/2	29	29	29	29 1/2	Not

Wholesale prices carlots—fresh centralized—90 score at Chicago:

House	25 1/2	25	25 1/2	26	26 1/2	26 1/2
Track	25 1/2	25 1/2	25 1/2	26	26 1/2	26 1/2

Receipts of butter by cities (lb.—Gross Wt.):

	This week.	Last week.	1938.	1937.
Chgo.	2,291,632	2,589,545	299,285,908	Holiday
New York	3,102,280	3,005,013	297,769,441	"
Boston	826,444	824,804	81,077,935	"
Phila.	764,217	1,316,214	70,973,102	"

Total, 6,983,973 8,135,576 749,116,386

Cold storage movement (lbs.—Net Wt.):

	In Dec. 22.	Out Dec. 22.	On hand Dec. 22.	Same day last year.
Chicago	4,309	540,018	80,826,944	Holiday
New York	81,842	265,892	43,054,021	"
Boston	3,249	74,143	3,266,778	"
Phila.	7,254	18,306	378,882	"
Total	96,654	898,359	107,559,325	"

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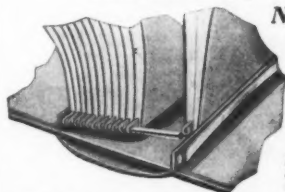
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Salesman for Boston Territory

Wanted, sales agent to sell our meat covering products on commission basis, covering Boston and adjacent territory. Exclusive agency for right party. W-433, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Position Wanted

Plant Manager

Position wanted managing small packing plant. Twenty years' experience. W-434, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausagemaker

Expert German sausagemaker, American citizen, age 35 with 15 years' experience as foreman and sausagemaker. Will guarantee quality products and increased business. Eastern and western experience. References, if desired. W-435, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Packer Sales Promotion

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Plant Superintendent

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Equipment Wanted

Sausage Equipment

Wanted, complete set of modern sausage manufacturing equipment, capable of producing 50,000 lbs. per week. Write The Bridgeport Fixture Company, 12 Congress St., Bridgeport, Conn.

Equipment for Sale

The Bunn Tying Machine

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